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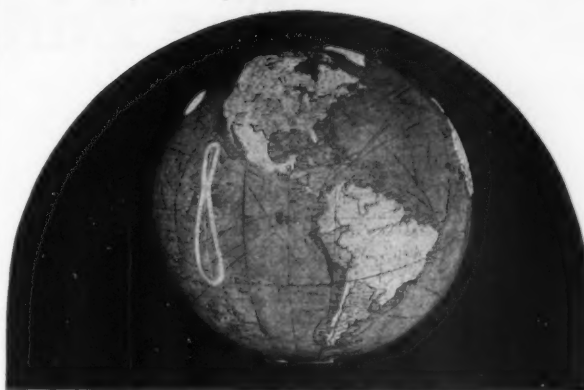
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The Editor's Page

National Transportation Act

THE National Transportation Act is in the process of a re-writing which presages further wrangling when joint committees of the Senate and House meet Dec. 10 in what seems to be an air of unyielding stubbornness.

As a matter of fact, the two houses of Congress claimed to be not far apart in major particulars when they passed legislation designed to rebuild the transportation framework. The bills were not identical, however, and when it was necessary to send them to a committee of conference to be "harmonized," it did not take long to discover that there was anything but harmony. Before Congress adjourned, announcement came that it would be futile to try to iron out the differences and that the bills would be laid aside for consideration by the conferees at a meeting pre-dating by one month, the new session.

Whether Congress will take up the subject at the point reached when the two bills went to conference, or will find it necessary to discard both and begin anew with committee consideration, depends upon the success of across-the-table discussion by the following conferees: Senators Burton K. Wheeler of Montana, Harry W. Truman of Missouri, Vic Donahey of Ohio, Clyde M. Reed of Kansas, and Wallace H. White of Maine; Representatives Clarence F. Lea of California, Robert Crosser of Ohio, Alfred L. Bulwinkle of North Carolina, William P. Cole of Maryland, Charles A. Wolverton of New Jersey, Charles A. Halleck of Indiana, and Pehr G. Holmes of Massachusetts.

The approaches used by the two houses were different: the Senate recast the entire Interstate Commerce Act, while the House amended the sections relating to railroad and motor carrier regulation, and added a section with limited supervision over water carriers.

From the outset, the proposition of water carrier regulation has been the stumbling block. An articulate minority in committees and on the floor registered vigorous protest. In the Senate, the water carriers made little headway. It was generally believed that the contentious subject was purposely passed on to the House only to avoid further wrangling. In the House, there was a partial victory for the waterways. The upper chamber had written into its bill a rather complete regulation, but had approved the principle of rate-making on the basis of "compensatory" return. The House carried that idea into express language, on amendment introduced by Representative James W. Wadsworth of New York. Because that policy is impressed upon both measures it is beyond the power of the conferees to strike it out.

That the "water carrier bloc" would be found to be a powerful one, was a subject of general prediction, and the estimate of its power was not an error. On a motion to strike the entire water carrier section from the bill, 144 representatives voted in favor, as against 167 against. A shift of 12 votes would have turned the tide.

The vote to place water carrier rates on a "compensatory" basis means that any such carrier may reduce tariffs provided the rate will return the cost of service and overhead. What effect such rate may have upon the competitive system is not to be taken into consideration. With the recognized economic advantage in favor of transporting by waterway, many students of the subject were convinced that system had won a clear-cut victory on the major point of regulation—tonnage-winning rates.

The House bill places forwarding companies under

Part 1 of the Interstate Commerce Act and regulates them on the same basis as railroads. That was a troublesome point in the Senate. Senator Clyde M. Reed of Kansas, who in private life is an Interstate Commerce Commission practitioner, had insisted that a similar provision be placed in the Senate bill, but withdrew his demand only upon the assurance that the subject of forwarder regulation would be studied during the period of recess. A bill carrying out that promise already has been introduced.

Included in both bills, and therefore beyond the reach of the conferees, is regulation of Railway Express Agency's over-the-road operations.

The intensity of the demand by representatives of states using water carriers that this form of transportation be left free of I.C.C. control may prove a hurdle in the way of agreement on the bills as passed by the two houses. The strength shown in the House vote to strike out that section encouraged leaders in the belief that, given time "to get some work in," they might be able to overturn the provision.

On the other hand, Representative Lindsay Warren of North Carolina, speaking for water carriers, expressed pleasure at the outcome. "The 'compensatory rate' provision gives us 90 per cent of what we were fighting for," the Congressman said.—Butler.

Rail Rule Amendments

AMENDMENT of the demurrage and storage rules with a view of aiding the railroads to hold or to encourage the return of traffic to the rails has been announced by the Car Service Division of the Association of American Railroads.

These amendments, which become effective on Oct. 1, 1939, liberalize the existing rules so as to furnish shippers and receivers of freight greater leeway in the time allowed for loading or unloading freight, or claiming less-than-carload lot freight at destination, and also to encourage the loading of freight cars more nearly to capacity.

The changes were made at the suggestion of the Regional Shippers Advisory Boards, the National Industrial Traffic League, and individual shippers and receivers of freight. The changes have been approved by the General Committee of the Operating-Transportation Division of rail association.

Among the amendments made was one which allows a receiver of less-than-carload lot freight 5 days in which to claim the freight after being received at destination before it is subject to storage charges. The former rule permitted only 4 days. Another change permits a consignee of less-than-carload lot freight, who is located from 10 to 30 miles from the receiving freight station, 10 days in which to claim the shipment instead of 5 days as permitted under the old rule.

Under the old rule, when an empty car was delivered to a shipper for loading or a loaded car was delivered to the receiver for unloading, the railroads allowed 2 days free time for this work to be performed. If the work was not completed in that time, then 4 additional days were allowed in which a regular demurrage rate of \$2.20 per day was charged. Beginning on the seventh day, if the loading or unloading had not been completed, then a penalty rate of \$5.50 for each additional day the car was held was charged. The penalty rate has now been reduced from \$5.50 to \$3.30.

Another change makes provision for additional time allowance without charge when weather conditions delay the loading of a car.

In an effort to induce shippers to load freight cars more nearly to capacity, the existing rules also have been amended so as to allow 72 hrs. free time for the loading and unloading of freight cars containing twice or more than twice the minimum weight prescribed by tariff.

Transport Study

An independent Federal agency to conduct planning and promotion work is needed to take care of the nation's transportation situation, Joseph B. Eastman, chairman of the Interstate Commerce Commission, has declared, contending that provision for such a body as approved by the Senate in S. 2009, is a "wholly inadequate approach."

Chairman Eastman, in a report to the House Interstate Commerce Committee, endorsed a measure introduced in the House by Representative Frank C. Osmer, Jr., Republican of New Jersey, which would create a permanent five-man authority to study transportation problems. He charged that the Senate-approved bill is likely to produce very little in the way of constructive results and may have certain adverse results.

The Osmer measure, H. R. 6402, has been repeatedly advocated by the commissioner. The transportation problem admits of no speedy cure, but will respond only to a prolonged and steady course of treatment, Eastman declared. Comprehensive study by an independent group, rather than by an agency, such as the Interstate Commerce Commission which is burdened with regulatory work, "offers more hope of really constructive dealing by the Government with our transportation problem than any other," he said.

Chairman Eastman's report to the House committee stated:

"Because of the great and continuing increase in new forms of transportation and improvement of the older forms, together with changed economic conditions, transportation in our country is in a state of the utmost confusion and is undergoing a process of transformation. There is vital need for leadership and constant help from the Federal Government in this process, if waste and misdirected effort are to be avoided and conditions achieved which will give the country the most efficient and economical and, at the same time, stable system of transportation.

"There has long been need for an agency of the Federal Government which is equipped for planning and promotional work in transportation, as distinguished from regulatory work, but this need is now more acute than ever before. It is also clear that planning and promotion should not be mixed with regulation. All this is recognized in H. R. 6402, but not in the legislation which has passed the Senate," he continued.

"H. R. 6402 also recognizes that there is a very large element of wholly unnecessary waste in railroad transportation as it is now conducted, and that the best interests of the railroad industry and of the country demand that this waste be eliminated.

"It proposes that the new planning and promotional agency, the National Transportation Authority, shall direct its efforts primarily at this problem. In contrast, the Senate legislation has been scrupulously careful to keep the new Board away from that problem, and to give the Commission no initiative with respect to it. It is left wholly to the voluntary action of the railroad managements."

In Representative Osmer's bill, the authority would study railroad consolidations, subsidies to the various types of carriers, adequacy of the transportation plan from both a civil and military viewpoint, and the feasibility of merging existing Federal agencies which deal with regulation of all forms of transportation. It would also study and report on the advisability of organizing within the new authority a research bureau

Convention Dates

Sept. 20-22—17th National Conference and Exposition of National Industrial Advertisers, Inc., Hotel New Yorker, New York City.

Oct. 2-3—Eleventh Annual Conference on Distribution, Hotel Statler, Boston.

Oct. 6-7—Fifteenth Annual Convention of Missouri Warehousemen's Assn., Elms Hotel, Excelsior Springs, Mo.

Oct. 8-10—Annual Convention of National Poultry, Butter and Egg Assn., Lord Baltimore Hotel, Baltimore, Md.

Oct. 9-11—26th National Foreign Trade Convention, Hotel Commodore, New York City.

Oct. 12-14—Waco, Texas. Annual Convention Southwest Warehouse and Transfermen's Assn., Hotel Roosevelt.

Oct. 23-25—6th Annual Convention, American Trucking Assn., Stevens Hotel, Chicago.

Oct. 30-Nov. 1—31st Annual Convention of Associated Grocery Manufacturers of America, Waldorf-Astoria, New York City.

Nov. 6-8—Fall Convention of Associated Traffic Clubs of America, Chicago.

Nov. 23-24—32nd Annual Convention of National Industrial Traffic League, Palmer House, Chicago.

Feb., 1940—Annual Convention, Mayflower Warehousemen's Assn., Indianapolis, Ind.

Feb., 1940—Annual Convention, National Furniture Warehousemen's Assn. Location Not Selected.

whose duty would be to constantly study improvements in transportation equipment, operation, and economics with a view to reducing transportation costs and improving the service, and the adaptation of civilian equipment and practices to military operation.—*Manning.*

Saturday Closing

Word has been received that the following merchandise warehouses in Philadelphia have been closed on Saturdays since and including Aug. 1: Bailey Warehouses; Commercial Warehousing Co.; Gallagher's Warehouses; Merchants' Warehouse Co.; Pennsylvania Warehousing and Safe Deposit Co.; Rex & Co., Inc.; Shippers Warehouse Co.; Terminal Warehouse Co., and the Traders Warehouse.

Regarding Saturday closing in Detroit, W. F. Evans, president of the Central Detroit Warehouse Co., stated in speaking for all merchandise warehousemen in that city, "Last February we signed a 3-yr. labor agreement with the American Federation of Labor, putting all of the principal warehouses in the Greater Detroit area under one labor agreement. This is a 3-yr. agreement, and insofar as our labor is concerned, provides for the shortening of hours of work by corresponding step-ups in the rates agreed upon. Other than that we have not made any special arrangement, although the matter has been debated several times.

"Up to the present time, there has been considerable opposition, particularly on the part of the cold storage men, to closing their plants entirely on Saturdays. We will, in all probability, hold meetings on this subject in September. Meanwhile, the method of operating (as to hours) is a matter for the decision of the individual house."

Recently, the Highway Transport Assn., Inc., recommended that its members notify shippers that pick-ups and deliveries will not be made on Saturday in New York City unless arranged for the preceding Friday

night at the latest. It was also brought out that truck operators in New England were experimenting with the closing plan. Few of these operators have been able to shut down operations entirely, but all who have made the attempt report a substantial reduction in Saturday activity.

One of the largest truck operators in New York City has reduced the number of trucks to one-third the former number. This freight largely represents export shipments bound for the piers, transfer cargoes for other lines, and emergency freight which shippers in New England had made special arrangements for handling.

500 More Copies Ordered

Owing to the demand for copies of the by-laws of the Missouri Society of Certified Industrial Traffic Managers and of the Kansas City Chapter of the same organization, *DandW* has reprinted 500 additional copies. Readers will please order their copies promptly as these additional copies will soon be exhausted. They are supplied free to any reader on request.

I.C.C. Survey for Rail and Water Schedules

The I.C.C. will attempt to bring the nation's freight rate structure up to date and will conduct a general investigation of rail and water class rates, except in mountain Pacific territory and on transcontinental traffic. It will also investigate freight classifications by rail and water. Several years are expected to be taken in this study. The Commission stated that the investigation would be made "with a view to prescribing such rates and classifications as may be found to be justified."

The investigation will cover the intra and inter-territorial class rate structures in Northern, Southern, Southwestern and Western trunkline territories.

One Commission official estimated that about 50 per cent of the tonnage in Northern territory moved on class rates, but that the percentage was considerably smaller in other territories. Class rates have frequently been criticized, especially by the South on shipments to the North. Southern shippers are asking for parity. The class rate structure in the mountain Pacific territory has brought little complaint and that is the reason why this territory was not included in the investigation.

Molasses Rate Increases Suspended Out of Mobile

The I.C.C. on Aug. 3 suspended the effective date of increased rates on blackstrap molasses from Mobile, Ala., to Kansas from Aug. 3 to March 3, 1940. Suspension of the rate increase will be pending investigation of rates to be published by W. E. Emerson in supplement 42 to I.C.C. No. 261.

Port Groups Fight Move to Alter Rate Pact

The Port of New York Authority in a brief filed Aug. 8 with the United States Maritime Commission, warned that approval of the report filed by H. J. Horan, Commission examiner, would "throttle" the merchant marine and result in the diversion of commerce from New York to foreign vessels in the St. Lawrence-European route, in which American vessels are not represented.

The Port of New York Authority's brief, filed by Wilbur LaRoe, associate counsel, was joined in by the Shippers Conference of Greater New York, the Merchants Association of New York and the Boston Port Authority. The Commission was asked to dismiss the

complaint on the ground that no violation of the law had been shown and that the defendant steamship lines have the right to meet competition of foreign flag lines operating by way of the St. Lawrence by protecting themselves in their contracts.

It must be borne in mind, argued the brief, that under any rate system, there are certain to be discriminations in the broad sense, since rate systems necessarily embrace variations of level and relationship to conform to reasonable rate stability and uniformity of rate application. Such discriminations are not unlawful, it was contended, and are not opposed by any existing statute, since the discrimination forbidden in the 1916 shipping act is "unjust discrimination", and not that which is referred to by the examiner which is attributed wholly to the varying abilities of shippers, their commercial activities and the volume of their traffic.

Anti "Pittsburgh Plus" Pricing System Bill

Encouraged by the fact that 22 senators voted abolition of the "Pittsburgh plus," or basing-point pricing system, when he offered it as an amendment to the national transportation act, Senator Henrik Shipstead of Minnesota, will drive next January for a statutory bar against this system of artificially fixing freight costs.

Under the basing-point plan, producers are required to add the full rail costs for movement of commodities, even though they actually move by truck or waterway at a lower cost. Advantage in favor of the cheaper method is thereby eliminated.

Senator Shipstead acted after the National Bituminous Coal Commission sanctioned use of the system in movement of coal.

The bill, in form of an amendment, already has been drawn. It states:

"For the purpose of this Act, it shall be deemed to be an unfair or deceptive act or practice in commerce for any person, partnership, or corporation to so fix the price of any article or commodity transported in commerce that the price of such article or commodity at the point of destination thereof includes a charge for transportation in excess of the actual costs incurred for the transportation of such article or commodity."

The amendment would also make it unlawful for anyone "engaged in the business of selling any article or commodity transported in commerce and which is sold at a price which includes a specific charge for transportation to fail to furnish at the time of sale, to any purchaser from such person, partnership, or corporation of any such article or commodity an itemized invoice setting out in detail the components (including charges for transportation, handling, service, taxes, and any other items) of the gross selling price of such article or commodity."

Violations would be punishable by a fine of not more than \$1,000.—*Butler*.

Sugar Rate, North and South, Cut

The I.C.C. ordered, Aug. 11, a reduction in the freight rate on sugar between the North and the South. Equal rates in either direction were prescribed. The new rate between the territories will approximate the rate now in effect within each territory.

The prevailing rate in each territory is now about 22 per cent of the southern first class rate, while the inter-territorial rate is about 26½ per cent of the southern scale. The I.C.C. decision prescribed 22 per cent of the southern first class rate as the inter-territorial rate.

Complainants in the case included Godchaux Sugars, Inc., and Henderson Sugar Refining, operating re-

fineries at Reserve and New Orleans, La., and the Savannah Sugar Refining Corp., operating a refinery at Port Wentworth, Ga.

Dumping Probe on Pulp May Split Trade

Importers of wood pulp are aroused over the statement issued by the Treasury Dept. as a result of its recently inaugurated investigation into the charges of dumping of foreign pulps, that there is an indication of possible injury to the domestic wood pulp industry as a result of the importation of foreign wood pulp.

The importers deny that there is injury to the domestic market and blame the American producers for the low price structure, which is the basis of the complaint to the Treasury.

C. B. Overton of Castle & Overton, president of the Association of American Wood Pulp Importers, stated that he attributed the decline in pulp prices from around \$90 a ton in late 1937 to approximately \$50 a ton for domestic bleached sulphite currently to "the heavy overbuying in 1936 and early 1937, followed by the severe general recession of late 1937, which left large stocks on hand with no demand in 1938; to the Sino-Japanese war which threw back on the United States market huge stocks contracted for by Japan, and to the sudden overproduction in the South of sulphates, which came on the market at that time."

The Treasury Dept. investigation was instigated by the United States Pulp Producers Assn. For this group to lay its ills at the door of foreign competition, Mr. Overton said, "is evidence of a desire to blame others for results which have been brought about largely by the complainants themselves and is distinctly unfair to the importing industry, which has for decades faithfully served United States paper makers, who are dependent on foreign pulp, of which they use and need approximately \$100,000,000 worth per annum."

Imports of foreign pulp average from 1,500,000 to 2,000,000 tons a year, with a top of about 2,500,000 tons.

Mr. Overton further stated that to establish dumping duties would be ruinous to more than 250 American paper mills and that the duties would be retroactive, applying to all of the shipments which have not been passed by customs since April 1.

It was also pointed out that the Treasury investigation draws a distinct line of demarcation between the two major divisions comprising the paper and pulp industry. This, it is thought, might possibly result in the formation of two hostile rather than two cooperative groups.

Cottonseed Rate Upheld

A three-judge ruling filed, Aug. 10, in Federal District Court upheld the decision of the Interstate Commerce Commission invalidating of a transit rate on cotton seed shipped to Quanaah over the Quanaah, Acme and Pacific Railroad.

Argument in the case was presented in Dallas last month before U. S. Circuit Judge Joseph C. Hutcheson of the New Orleans Circuit Court, Judge T. Whitfield Davidson of the northern district and Judge Randolph Bryant of the eastern district court of Texas.—*Smith*.

Idaho Rates Increased

The I.C.C. has overruled the Idaho Public Utilities Commission by authorizing railroads serving Idaho to make general increases in freight rates on intrastate traffic conforming generally with rate increases permitted in the nationwide rate case last year.

The I.C.C. made certain exceptions in applying the increases. Among these were such commodities as sugar, beet sugar, final molasses, lime rock, fresh fruit and other miscellaneous commodities which move in less-than-carload quantities.

Commissioners Atchison, Caskie and Alldredge dissented, declaring that there was not adequate justification for the I.C.C.'s conclusion that the increases would not divert traffic to other forms of transportation.

The Idaho Commission refused to permit railroads to make any of the increases allowed by the I.C.C. The latter's ruling was under section 13 of the act which gives the federal commission jurisdiction over intrastate charges when discriminations against interstate commerce are found to result from local rates.

Sweeting Resigns From Atlas

Walter E. Sweeting, president and manager of Atlas Storage Co. and Atlas Transportation Co., Philadelphia, presented his resignation at a meeting of the board of directors held on Monday, July 31. The resignation was accepted and the directors elected Matthew J. Broderick, for some years a member of the board, as the new president.

William A. Reger was reelected vice-president and now becomes general manager. Formerly he was operating executive.

Margaret H. Bartram was reelected secretary and treasurer.

It was stated by an officer of the company that no other changes were contemplated at this time in the conduct of the business and that Atlas would continue as agent-member of Allied Van Lines, Inc., and as representative of Bowling Green Storage & Van Co., New York.

Mr. Sweeting was one of the founders of Atlas Storage Co.—at first Atlas Storage Warehouse Co.—in 1914 and for years headed the concern. A former newspaper man, Mr. Sweeting mastered the practical side of every department and in the early days of the business on Market Street was active in virtually every phase of it.

He was a member of a committee of about 15 from various warehousemen's associations throughout the country who met in White Sulphur Springs in the fall of 1919 and drew up the plans for organization of the National Furniture Warehousemen's Assn. that were adopted at the organization meeting at the Grand Hotel at Mackinac Island, Mich., in July, 1920.

Mr. Sweeting served as president of P.F.W.A. in 1930, 1931 and 1935. He also has been a member of the State board of directors and a director of the National Furniture Warehousemen's Assn., as well as its vice-president, in each instance for several terms.

Asked by a representative of this journal as to his plans for the future, Mr. Sweeting said they had not yet been completed, but he expects to remain in the storage and moving industry and will announce his plans as soon as completed.—*Lansing*.

201,600 Bags of Sugar in 1 Baltimore Load

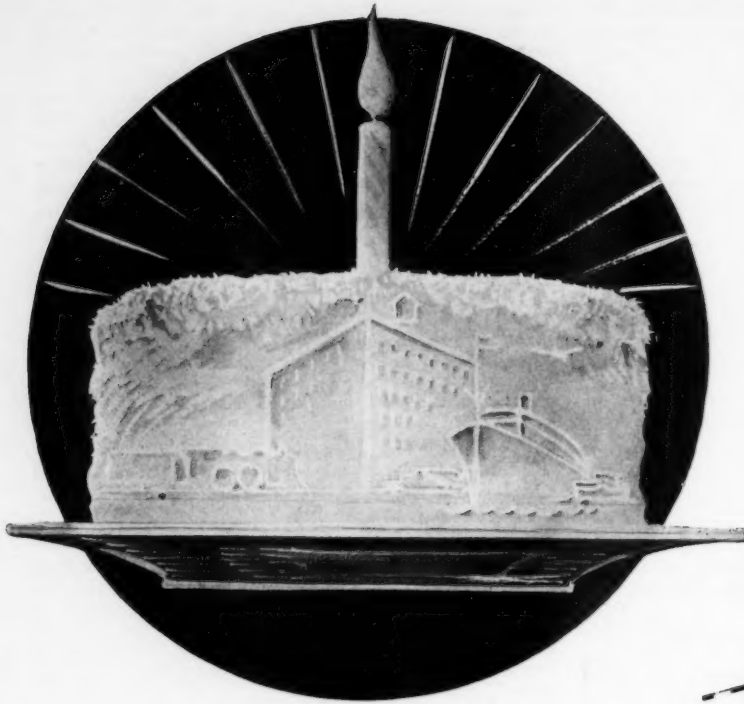
What is said to be the largest load of sugar ever to be brought into the port of Baltimore was carried on the Dallas City, a British ship, which docked at the Key Highway pier of the American Sugar Refining Co.

The ship carried a total of 20,160,000 lb. of raw sugar from the Philippines, or 201,600 bags, each containing 100 lb.

The usual sugar shipments come in part cargoes, but this was a full cargo of raw sugar.

On record, at the port of Baltimore, are shipments of 8,400 tons. The present shipment brought on the Dallas City, however, tops that by 600 tons.

Sugar from Cuba is brought in on small and tramp steamers. They usually carry from 3,000 to 4,000 tons.—*Ignace*.



The INSTITUTE BABY'S *First Birthday*

F. A. KEELING

BECAUSE the educational committee of the Associated Traffic Clubs of America, in its report to the recent convention of that association held in San Francisco, failed to give credit to *DandW* and the loyal state and city key men for the present interest and flood approval for a real legal recognition for the profession of traffic management, I must hold back an article entitled "Traffic Managers and the Motor Transportation Industry" and

1—Make this article a first Birthday Celebration for the Institute Baby.

2—Celebrate an important event in the history of traffic management, "That a national transportation journal has provided space for monthly articles, editorials, and letters propagating a professional institute for traffic managers, from September, 1938, to September, 1939.

3—I must give credit to whom credit is due.

4—Use as titles for one article the following:

- a—The Institute Baby's first Birthday.
- b—Who started the Flood?
- c—A Dream That Will Come True.
- d—The Line of Demarcation, September, 1938, *DandW*.
- e—The September *DandW*, before and after.

5—Include in one article enough facts and figures, articles, and comments, to prove that The Institute Baby was as dead as a door nail, prior to the September, 1938, *DandW* that would fill a volume.

Since September, 1938, I have been called a national organizer, national key man, national clearing house and president of the American Institute of Traffic Management, by the members of the California State Council of the American Institute of Traffic Management, and because I failed to publicly, or in an article, accept the presidency, I am instructed, commanded, and charged to do so in this article.

Local and visiting traffic managers, who have looked upon the

large files of correspondence that I have sought to take care of, have asked such questions as, "When do you sleep?" "Do you start writing the minute you get home?" and one sympathetic visitor thought it advisable to warn me that if "I did not ease up," my work in behalf of traffic managers would break me financially, mentally, and physically, "that I had carried on a superhuman task."


In seeking to comply with the instructions received regarding this article, I sincerely trust that if superhuman power has been vouchsafed or granted me in the past year, an abundant portion or supply will be accorded me at this time as the midnight hour is just approaching, and before going to my place of employment in the morning, I must have an article to send to the editor of *DandW* by air mail, in time for the September issue.

My Southwestern correspondent who suggested a title "Who Started The Flood" has supplied enough material to prove that *DandW* of September, 1938, started the flood of interest and approval in a professional institute that would require the space of two articles.

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[Page 16 lists Key Men appointed in 30 states]
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The following comments from a local traffic club magazine is submitted as evidence, "A Dream That May Come True."

1—In our last issue, we mentioned an article appearing in *DandW* regarding the need for an Institute of Industrial Traffic Management. It seems that the article has unleashed a veritable flood of approval from all parts of the country. Put that down as (Exhibit 1), said my correspondent.

2—Already an American Institute of Traffic Management has been proposed by F. A. Keeling of The National Colortype Co., Bellevue, Ky., and who knows but that his proposal will become a reality in the not far distant future. (Exhibit 2.)

In proving that the Institute Baby was dead as a doornail, prior to the September issue of *DandW*, a southern traffic manager calls attention to an article published over my name in a weekly transportation journal, in which I said, "Hoping that the Associated Traffic Clubs of America, will revive this seemingly dead question at their Convention in Dallas, Texas, April 26 and 27, the writer has hurriedly gathered the material for this article, believing that the traffic profession is ready for professional organization. But the Institute question was not docketed at the Dallas Convention, April 27, 1938. The reason why is given by my correspondent as follows:

"When a reason for the omission of such an important subject was requested a member of the Educational Committee informed me that a certain member who had charge of this matter, could not attend the convention, therefore it was not docketed."

This excuse proved to me that this association is not interested in a professional institute and that members of the executive committee really believe that one man owns the institute baby, and any program of professionalization, by patent rights, copyrights, and property rights, lock, stock and barrel. *The Institute Baby was dead because one man could not attend the convention.*

It was the writer's intention to stay out of this article and to present the views of others because of the large amount of material sent me, but I consider the contents of a letter before me, dated May 19, 1938, and signed by a member of the executive committee of the Associated Traffic Clubs as supporting evidence to much of the foregoing citation.

"It was my plan to discuss the matters brought out in your letters with the professor at the

time of the Dallas Convention, April 25-26-27, but unfortunately the professor was obliged to miss the first meeting of the association in quite some time.

"I have referred your communication to him, and have suggested that he give me his views for transmission to you, or that he write you directly.

"Regretting the delay, and hoping you will bear with us on the treatment of this subject we are"

The next witness hails from the Western truck line territory, and deposes as follows:

"The Dallas Convention was the last preceding the appearance of the September *DandW* magazine as the institute program was not considered, the baby was still dead, therefore the line of demarcation which separates the era of a dead baby and no interest and the period of real nationwide interest must be drawn somewhere around September, 1938." (According to testimony contained in a number of letters, this correspondent has drawn his line in the right place.)

Here is proof that reaches even up to the line of demarcation, yes that definitely warrants the statement, that the subject of an institute would not have been considered by even the executive committee at the Cleveland Convention held Oct. 25 and 26, had it not been for the flood of interest created by the September, 1938, issue of *DandW*.

A letter from a member of this committee, dated in September, 1938, still considers the institute program premature—See the report of the 1935 Indianapolis convention re-Markowitz plan for the official declaration that the institute baby should be dismissed as premature—poor baby died again, and was dead until September, 1938. Here is proof:

"Regarding the article prepared for *DandW* (September date supplied) which bears upon an American Institute of Traffic Management, we are sure that considerable interest has been aroused in the matter referred to, for we have heard discussion through several angles. A great deal depends upon whether or not the United States Traffic Fraternity is ready for an institute at this time. We are in doubt as to what the Associated Traffic Clubs of America will do on the matter at this time, but are quite sure that the board of directors will give further consideration thereto."

Letter dated September, 1938, from member of the executive committee of the association:

"As stated in a previous article regarding the American Bar Association: 'The Association is controlled in a great measure by a

small executive committee and a general council forming a close corporation. Traffic managers, who attended the Cleveland convention, and expected to hear the institute program discussed before the entire convention, because a certain official organ of the Associated Traffic Clubs of America promised it would be, left the Cleveland convention, wondering why the board of directors did not bring the subject out in the open instead of in the small executive committee room."

A widely known traffic manager, practitioner before the I.C.C., member of the N.I.T. League and who, like the writer, has been a member of the Associated Traffic Clubs of America for many years, informs me that he has an answer to the question why the Institute Baby was declared premature at the Indianapolis convention in 1935, dismissed from conventions the following years, even at Dallas in 1938, and declared still premature by a member of the committee in the letter cited above, dated September, 1938, and then refused admittance to the convention proper in Cleveland. Here is the answer:

"The secretary of the Associated Traffic Clubs of America at the recent convention, stated that through Dr. Wilson this subject was introduced some 9 yrs. ago, and the matter has been carried in abeyance." The word abeyance means "state of being held back."

Who held the subject in abeyance, who held the subject out of the convention at Dallas and other conventions, and in the executive committee room at Cleveland? By their admission, the A.T.C. has held the institute program in abeyance, even though the general traffic manager of a large chemical company introduced the subject 11 yrs. ago, and at considerable time and expense endeavored to cause traffic managers to believe (quoting from letter), that "The field of traffic management should be placed on the same plane as certified public accountants, engineers, etc., for traffic management is just as much a profession as accountancy, engineering, or architecture."

Yes, the institute program was held back or in abeyance even after the Secretary of Commerce in his annual report for the fiscal year ended, June 30, 1928, 11 yrs. ago, stated in connection with industrial management:

"It is further evident that at the present time it is difficult for an executive to determine the fitness of an applicant for such work or to check the capability of the employee after engagement. It is therefore hoped that some system may be worked out whereby traffic
(Concluded on page 40)

WATERWAYS AND TERMINALS

Examiner Calls Lakes Clause Outside Law

DECLARING that the North Atlantic conferences had failed to justify the existence of the Great Lakes clause in trans-Atlantic shippers' contracts, a United States Maritime Commission examiner has proposed that the ship lines be required to abandon the provision.

The proposal was submitted in the Docket 513 proceedings, brought by the Commission last February at the behest of the Michigan Legislature and the Attorney General of the Lakes states, involving the legality of the clause in contracts between shippers and the North Atlantic conference lines and which provides that all shipments, regardless of origin, must be loaded for export at North Atlantic ports.

Examiner F. J. Horan devoted most of his report to the contention of shippers that they could maintain a better competitive position in European markets by use of direct lakes-continental service, and that they suffered increased costs and discrimination through enforced use of the conference lines from North Atlantic ports, involving rail hauls from origin to seaboard.

He pointed out that the only witness for respondent carriers was James Sinclair, chairman of the Trans-Atlantic Associated Freight Conferences.

The commission's order instituting the case instructed the carriers to show cause why the agreements covering the conferences should not be disapproved and ordered canceled because contracts made under the agreements were unjustly discriminatory, unfair and detrimental to United States commerce, Mr. Horan said.

The commission should enter an order modifying each of the agreements to provide that the parties thereto shall not by contract or otherwise resort to discrimination because a shipper has patronized another carrier operating a direct line from ports on the Great Lakes.

Mr. Horan rested his recommendation principally as follows:

"The point to be noted is that a contracting shipper may not patronize a carrier operating a direct service from ports on the Great Lakes to Europe by way of the St. Lawrence without subjecting itself to the penalty of a higher non-contract rate on past and future shipments made via North Atlantic ports and respondents' lines."

Import Woodpulp

On request of Eastern rail carriers the Interstate Commerce Commission canceled hearings scheduled for July 31 in the matter of suspended rates on import and intercoastal woodpulp from North Atlantic ports to destinations in C.F.A. territory located in the Miami and Kalamazoo valleys (I. & S. Docket 4673).

The Eastern rail carriers have arranged to file an application with the Commission permitting them to withdraw the suspended tariffs which reduced the rate on woodpulp from 23 to 21 cents per 100 lb. Inasmuch as the commission ordered suspension of the reduced rates on complaint that the reductions did not apply to intermediate destinations, it is understood that the Eastern railroads contemplate filing a fourth section application with the Commission and through the medium of which, if granted, the reduced rates can be made lawfully applicable to the destinations in the

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Miami and Kalamazoo valleys, without disturbing the existing higher rates to intermediate points. The reduced rates were intended to make rail handling from Atlantic ports competitive with the routing of woodpulp coming from the Baltic direct through the St. Lawrence to Lake Erie or Lake Michigan ports and thence by truck or rail beyond.

(Continued on page 73)

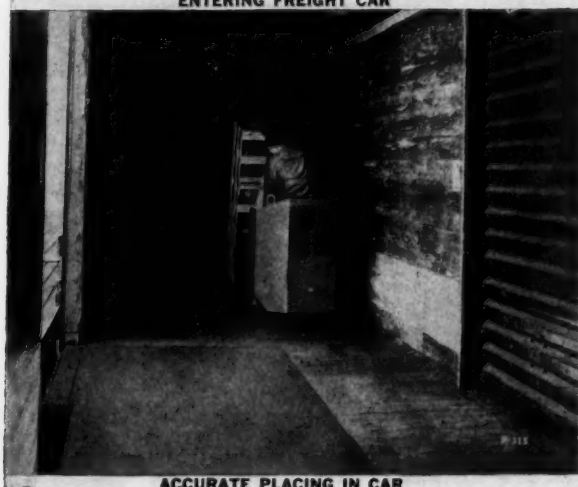
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Fig. 1—Old method of packing aluminum strip coils in wooden cases. (Courtesy General Electric Co.)



MATERIALS HANDLING— A Function of Traffic Management

IN order for a profession to grow, it is necessary for a considerable amount of the growth to come from within the profession, that is, those who are interested in building up a line of work must prove their worth. Thus, we find it necessary for traffic managers to continue increasing their own scope of activity by taking on added responsibility and by showing originality in developing their own work.

During many years of industrial engineering and selling, the writer has personally met a number of traffic managers whose position and

By MATTHEW W. POTTS

responsibility in an organization has been assured and definitely defined. Invariably, these individuals have been more than just the ordinary rate and routing type of traffic managers. They have been individuals with foresight enough to build up departments or organizations, with the idea that the management of traffic includes more than a mere knowledge of the use of common carriers.

Today, more than ever, it is necessary to coordinate all forms of transportation, not only from manufacturer to consumer, but also within the manufacturer's own plant, both on the operations of shipping and receiving of merchandise.

It is safe to say that there is more money to be saved by a proper handling of traffic within a plant than there is by changing methods of handling outside the plant.

When such a situation exists, there is an opportunity for all departments to increase their value to the organization which they serve, and the department that can take the initiative, originate ideas, and put them into operation is bound to gain recognition.

The tendency on the part of industrial plant executives to reduce



Fig. 3—This fork-truck is unloading unit loads of steel discs of 23½ in. dia. in four piles per skid, with a unit load of 5,800 lbs. (Courtesy General Electric Co.)

their handling costs, and at the same time speed up the transportation of materials, affords a ready opportunity for progressive traffic managers who can visualize problems in their entirety.

Recent surveys indicate a constantly increasing number of plants, which are selecting men within their own organizations to study their materials handling problems, and to make recommendations as to the best systems and equipment to install for performing important production and transportation operations.

Traffic men should be alert to the possibilities for the expeditious



Fig. 2—This new method of receiving aluminum strip coils in special bundles on pallets, reduced the packing, shipping and handling costs. (Courtesy General Electric Co.)

handling of goods—raw, semi-finished and finished—which exist in the materials handling equipment field. It is not necessary that the traffic manager should qualify as a materials handling engineer, but rather that he should be cognizant of all methods and devices which may in one way or another aid him in the solution of his problems, or, permit him to cooperate with other departments intelligently in their working out of these problems.

Cooperation between departments in a number of industries is often difficult to obtain. Therefore, any traffic manager who desires to take over internal transportation and handling methods as a function of his department should give serious consideration to the best method of obtaining cooperation.

It will be found that by making



Fig. 5—The unit load in this operation was designed to supply a predetermined amount of work, at the first forming operation in the production line. (Courtesy General Electric Co.)

verbal recommendations, he can cooperate with other departments in planning and arranging the layout of shops, machines, packing



Fig. 4—This method of handling the steel discs permits their being stacked in storage without rehandling. (Courtesy General Electric Co.)

benches and other features, so as to bring about proper routing, and the movement of all materials into the plant or factory and out again.

The traffic department should not burden itself with engineering details involved in the construction of equipment, buildings, and the layout of machinery, but should act more in an advisory capacity with the idea of bringing about the proper coordination of all departments so as to effect the most simple, and at the same time, comprehensive system for handling materials.

Some industrial executives have not yet realized the need of a materials handling department. In such plants, if the traffic manager has a general knowledge of this type of equipment, and a broad view of the possibilities of increasing the scope of his work, doubtless it will be easy for him to obtain permission to increase his department, and take care of internal as well as external transportation.

DandW in the past few

months has presented a number of materials handling articles, describing the use of this type of equipment, and will continue to do so in the months to come. It will be noted from these articles that it is not always necessary to purchase equipment in order to obtain better handling, but frequently, a rearrangement of the existing facilities will effect considerable savings in money, time and space.

While a lot of fine installations have been made in certain industrial plants there are still a number of opportunities for better materials handling methods. However, in order to illustrate one or two of our points, let us take for example Fig. 1, which shows a previous method of packing and handling coil strips of aluminum.

You will note that these strips are packed four to the box, and the packing case is substantially made, and does not lend itself to easy handling by mechanical equipment.

Considerable economies were effected (Continued on page 49)

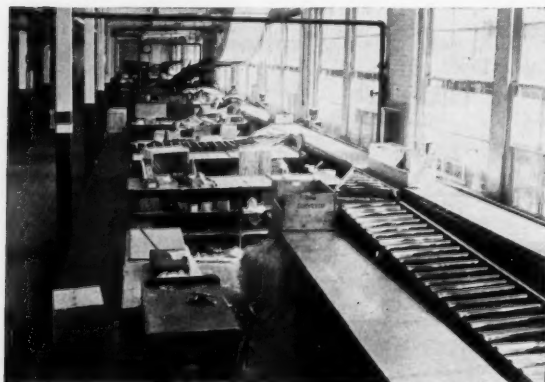


Fig. 6—The layout of a packing room, especially where small units are to be handled, should be given serious consideration. Frequently, the installation of conveyors will reduce handling costs. (Courtesy Lamson Co.)

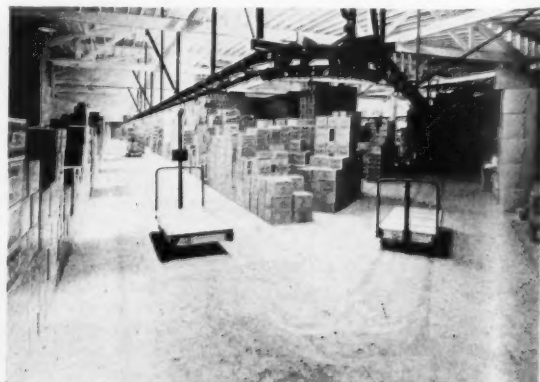


Fig. 7—Overhead-trolley conveyor system for propelling hand-trucks in food distribution warehouse, order picking department. (Courtesy Lamson Co.)

ECONOMY IN MODERN DISTRIBUTION

5—Leather Products Industries*

The Fifth of a Series of Nine Articles That Will Point Out What the Major Industries Are Doing in the Field of Distribution, and What Changes Have Occurred in Practices in Regard to Retailing and Wholesaling. The First Article, Appearing in the May Issue, Covered the Food Industries. The Remaining Articles Will Consider the Following Industries: Stone, Clay and Glass, Iron, Steel and Allied Products, Non-Ferrous Metals and Machinery.

By JOHN H. FREDERICK

Professor of Transportation and Industry, School of Business Administration, The University of Texas

MANUFACTURERS of leather products, whose 1935 sales to the various primary channels of distribution are comparable with 1929 sales to the same channels, show a marked shift in distribution methods between the two years. In 1929, 25 per cent of their total sales went through wholesalers and jobbers to retailers and industrial users. In 1935 this picture changes and we find but 16.7 per cent of total sales passing through the hands of wholesalers and jobbers but with a considerable increase in direct sales to retailers of all types and to industrial users (See Chart I). At the same time, sales through wholesale branches owned by the manufacturer and through his own retail stores declined slightly, comparing 1929 and 1935. The distribution figures indicate that direct sales from factories to industrial users and retailers now predominate in the leather products industry.

If we examine the distribution reports for individual industries in this large Census Bureau classification we find the trend to direct sales from factories becoming even more marked. In the boot and shoe industry (See Chart II) the most important outlet is, of course, the retailer both in 1929 and 1935. But in 1935 we find 53.8 per cent of manufacturers' sales made direct to this outlet while in 1929 such sales accounted for 44.8 per cent of total factory distribution. In 1929, however, a greater proportion of sales of boots and shoes were made by factories to wholesalers and jobbers, 21.8 per cent of total sales as compared to 16.4 per cent in 1935. Own wholesale branches are declining in importance as primary channels of distribution in this industry in favor of direct shipment from the factory or factory stocks maintained in public warehouses throughout the country but without the status, in Census Bureau classification, of wholesale branches.

*Table and charts in this article are based on statistical material in the United States Bureau of the Census publication, *Distribution of Manufacturers' Sales*, Census of Business 1935, prepared under the direction of Dr. Frederick.

This branch of the leather products industry has felt the tendency for retailers to carry very small, if any, reserve stocks. Shoe manufacturers realize that, if substitutions and loss of sale by retailers are to be avoided, some means of placing their goods at the instant disposal of these retailers is essential. Some manufacturers have attempted to make deliveries in as small units as one pair direct from the factories on telegraphic order from retailers in all parts of the country. This is expensive and consideration should be given by such manufacturers to the benefits of establishing spot-stocks of their merchandise in various strategic marketing centers from which 1-day delivery could be made, by parcel-post if necessary, at a much lower cost than direct from the factory, to say nothing of the saving of time which is so vital in this trade.

Leather itself, as a raw material (See Chart III), finds its greatest market among industrial users. Here again we see a very marked shift toward direct sales by manufacturers rather than selling their products through wholesalers and jobbers, which formerly occupied a much more important place in the industry than they do today. (In 1929 wholesalers and jobbers took 32.6 per cent of manufacturers' sales of leather while in 1935 this had declined to 16.1 per cent.) Sales through manufacturers' own wholesale branches show a slight increase for this industry in 1935. It is interesting to notice that the leather industry makes use of but three of the primary channels of distribution—manufacturers' own wholesale branches, direct sales to industrial users and sales to wholesalers and jobbers.

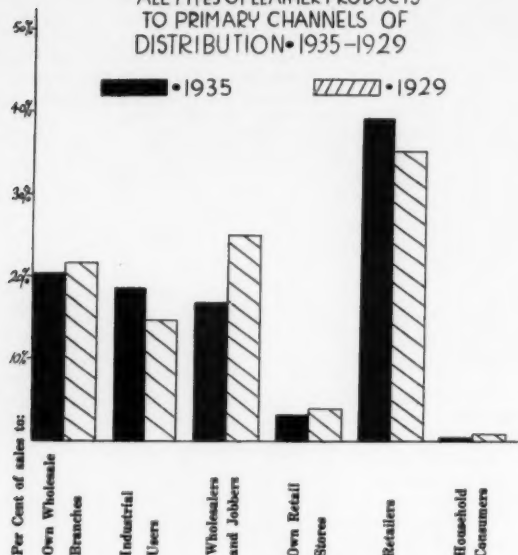
The tanner faces several problems that are peculiar to his own industry. For example, his raw material is not produced especially for his benefit but is a by-product of the meat, wool and dairy industries. Long inventories, necessary because of the time required to tan leather, constitute another problem. The hand-to-mouth buying which has become usual in the retailing

Comparison Between Channels of Primary Distribution Used For First Sales by Certain Manufacturers of Leather Products in 1935 With Those Used in 1929

INDUSTRY	PRIMARY CHANNEL OF DISTRIBUTION USED											
	Own Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers		Household Consumers	
	Percent		Percent		Percent		Percent		Percent		Percent	
	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Boots and Shoes (Other than Rubber).....	23.4	26.4	1.9	0.4	16.4	21.8	4.3	6.2	53.8	44.8	0.2	0.4
Miscellaneous Leather Products.....	.....	.....	26.1	20.4	28.2	37.6	.....	.....	44.6	38.9	1.1	3.1
Belting and Packing Leather.....	6.9	7.8	64.5	70.5	19.6	21.7	1.8	.....	7.1	.....	0.1	.....
Gloves and Mittens.....	5.8	11.2	6.8	4.0	25.9	34.4	0.2	.....	61.2	50.4	0.1	.....
Leather.....	21.2	19.8	62.0	47.6	16.1	32.6	.....	.....	0.7	.....	.....	.....
Pocketbooks, Purses, Etc.....	9.1	1.3	6.8	0.2	11.8	18.6	.....	.....	71.9	79.5	0.4	0.4
Trunks, Suitcases and Bags.....	3.8	1.5	5.3	9.0	15.3	19.9	0.5	.....	74.4	67.1	0.7	2.5
All Leather Products Industries.....	20.4	21.3	18.4	14.5	16.7	25.0	2.7	3.7	41.6	35.1	0.2	0.4

CHART I

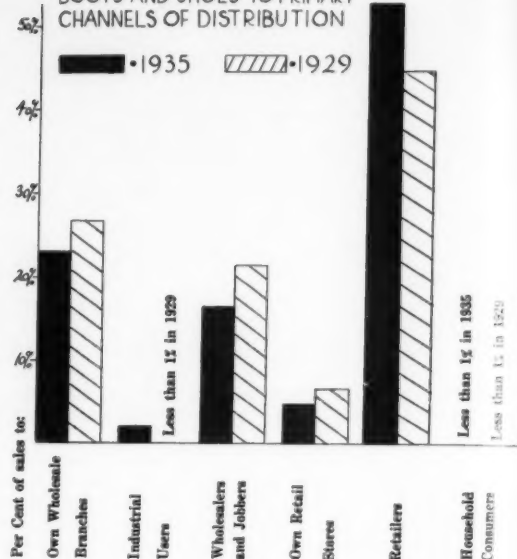
SALES OF MANUFACTURERS OF ALL TYPES OF LEATHER PRODUCTS TO PRIMARY CHANNELS OF DISTRIBUTION • 1935-1929



of leather products, few shoe retailers buying for more than a month ahead of their requirements, for example, has revolutionized leather buying. Shoe manufacturers now purchase supplies in limited amounts only after they have their orders in hand. Style in leather is just as important as the cut and design of the shoe last and fluctuates quite as unexpectedly. The new conditions created by the style element in the tanning industry demand close study of distribution as well as of manufacturing problems.

CHART II

SALES OF MANUFACTURERS OF BOOTS AND SHOES TO PRIMARY CHANNELS OF DISTRIBUTION



Manufacturers of trunks, suitcases and leather bags have always regarded direct sales to retailers as the most important primary channel of distribution (See Chart IV). Some sales have been made through their own wholesale branches, and direct to industrial users but wholesalers and jobbers occupied the position of second importance. However, the 1935 figures reveal that, as in other branches of the leather industry, wholesalers and jobbers are giving way to increased direct sales by manufacturers. In this case wholesalers and

(Concluded on page 63)

CHART III

SALES OF MANUFACTURERS OF LEATHER TO PRIMARY CHANNELS OF DISTRIBUTION • 1935-1929

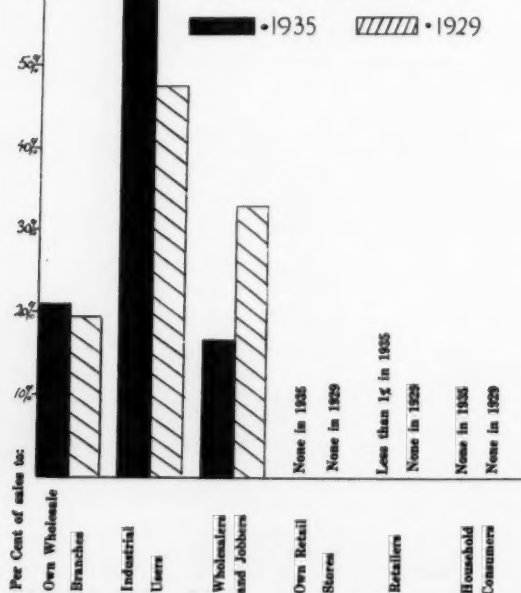
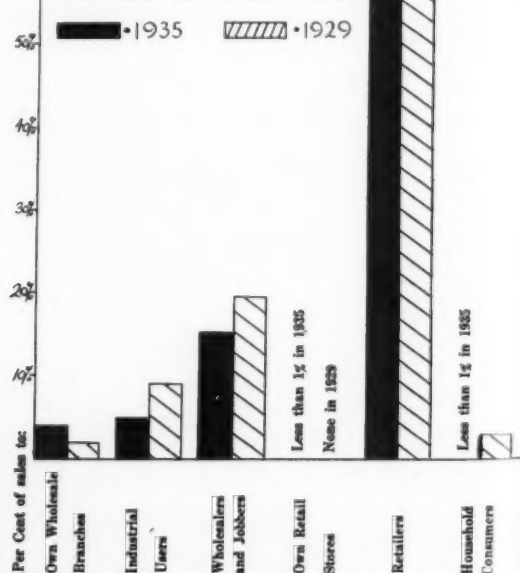


CHART IV

SALES OF MANUFACTURERS OF TRUNKS, SUITCASES, AND BAGS TO PRIMARY CHANNELS OF DISTRIBUTION • 1935-1929



FROM The Capital

I.C.C. Decides on Weight Basis

THE Interstate Commerce Commission, after review of its examiner's findings, has adopted the recommendation that rates for household goods traffic be computed on the basis of hundredweight rather than by cubage.

The Commission has made minor modifications in definitions, including that which describes the business of household goods movement, but on all major particulars has sustained the examiner against protests which brought about a review by the full Commission.

The new regulations become effective Sept. 20. They are the outgrowth of 89 informal conferences at representative points throughout the country, attended by 1,740 individuals representing 1,286 carriers—plus 1,345 questionnaires filled out by carriers who did not attend the conferences.

Officially defined, for the first time, the term "household goods" henceforth will mean—"personal effects and property used or to be used in a dwelling when a part of the equipment or supply of such dwelling; furniture, fixtures, equipment and the property of stores, offices, museums, institutions, hospitals, or other establishments; and articles, including objects of art, displays, and exhibits, which because of their unusual nature or value require specialized handling and equipment usually employed in moving household goods."

As recommended by the examiner, the household goods group would have been restricted to the transportation of "used" articles; would have been forbidden to move new furniture purchased by the customer to go with the old possessions to new quarters; could not have moved the stock of a store when moving the fixtures; would have been deprived of their "grandfather clause" right to transport unusual articles such as museum pieces, machinery models, boats, etc.

John F. Ivory Storage Co., Inc., Detroit, Mich., favored listing the individual items which make up the permitted traffic. It was contended by this firm that the term "household goods" is a misnomer, since large tonnage comes from offices, places of business, farm equipment, etc.

The Commission, however, took the view that "it would be impracticable to compile a list of articles which would apply to all carriers and all situations."

Transportation of objects of art, museum pieces, etc., is included in the definition, the Commissioners explained, because that traffic has historically gone to the household goods movers.

The examiner had included a definition of "dock charges" but it was dropped by I.C.C. on the theory that it was without power to adopt a rule touching this subject. The proposed rule read: "No such common carrier operating a warehouse for the storage of household goods shall charge, collect, or receive a dock charge from any other carrier or shipper of household goods or both of them."

The Commission found that household goods carriers who operate warehouses, have established a practice of exacting a "dock charge" against other carriers who call at their facilities to receive furniture for transportation. Carriers calling to deliver goods for storage are not so assessed; neither are carriers with whom the warehouseman-trucker has affiliation. The dock charge is justified on the ground that a checker must be on hand to record the movement from the platform into the van, and because the space utilized is removed from availability for purposes of the warehouseman.

The Household Goods Carriers Bureau and others contended that the dock charge is essentially a "spite" charge made against the outside carrier and is designed to make the transportation service of the warehouse or its affiliate more attractive to the shipper (to whom dock charges are passed on) than that of competing carriers.

It was established in the I.C.C. inquiry that the proposed rule could not apply to warehouses which do no transportation service; nor could it apply to carriers' warehouses which are actually operated by an independent corporation, a statutory requirement in some states.

The Commission therefore found: "Respondents which operate warehouses for the storage of household goods are engaged largely in commercial storage as distinguished from in-transit storage which is incidental to their transportation ser-

vice. We conclude from the evidence of record that the service for which a dock charge is made is a warehouse service and not a common carrier service, and that it is not embraced in the term 'transportation' as defined in the act."

Much time was consumed in hearing, and considering the contentious question whether rates should be based upon footage or displacement in the van, or upon a weight basis. The Commission agreed with its examiner's report, saying:

"We find from the record that the mode based upon displacement or space occupied is unreasonable and unlawful in that it is productive of failure to adhere to the carriers' tariffs and tends to create uncertainty and difficulty in the regulation of such transportation and is productive of unjust discriminations, undue preferences and advantages, and unfair and destructive competitive practices; that there are no satisfactory or reasonably practicable means of correcting the defects in the said system; and that the mode of basing such charges upon the weight of the cargo transported is reasonable and lawful and is in conformity with prevailing modes of publishing and applying the charges for the transportation of other commodities by regulated carriers and with the policies of the act."

The Commission frowned on "constructive weights" or reliance upon the tonnage as painted on the side of a vehicle, and directed that vans be weighed empty, then full; the difference comprising the load weight.

Separate billing for each accessorial service is required by another promulgated rule. Still another prohibits discounts or establishment of special rates based on prepayment of charges.—Butler.

Effective Date Postponed to Oct. 23

The Independent Movers' & Warehousemen's Assn. at its annual convention at Washington, D. C., Aug. 11 and 12, at the Raleigh Hotel, elected J. Norman Geipe of Baltimore, president.

Highlights of the convention were discussion of the recent decision of the I.C.C. under Ex Parte MC-19, or weight basis method for computing charges, to which "in-

dependents" are opposed because, they say, it will mean increased operating costs and give less efficient service to the public.

N. E. Zelby, general counsel of the group, has filed a petition with the I.C.C. for reconsideration, and offered instead of weight basis, a substitute plan, which, the members believe, will enable a check on long-distance moving and eliminate the extra expense for scales, etc.

The association obtained postponement of the effective date of the weight basis order, from Sept. 20 to Oct. 23. Tariffs must be published and filed on or before Sept. 23.—*Manning.*

Cotton Warehouse Fees Attacked

Declaring that an "entrenched group of warehousemen, who are getting rich at the expense of the taxpayers and the farmers, are attempting to deny the Government the right to say what it shall do with its own cotton," Representative Fred L. Crawford of Michigan, has launched an attack on what he termed the "cotton warehouse racket" by making public a list of 98 warehouse firms who will receive fees ranging from \$25,000 to over \$5,000,000 for storage of government cotton for the storage year just ending.

"By its tactics," Crawford said, "the committee has absolutely refused to allow the present law to be amended by the Senate bill so that the Commodity Credit Corporation could effect savings on Government-owned cotton and prevent exploitation by the warehousemen."

Continuing his attack, Representative Crawford said: "The amazing part of this whole program comes to the surface when the Government, acting through its agency, the Commodity Credit Corporation, desires to deliver cotton under the provision of the 'barter-deal' recently made with England. The Commodity Credit Corporation finds its hands tied. To meet quality, staple and fibre requirements of England, the Commodity Credit Corporation must procure title to the cotton on which it has heretofore made loans to cotton growers. The Senate approved a bill which carried provisions that would enable the Commodity Credit Corporation to procure, convey, transport, handle, store, maintain or rotate the cotton on such a basis as would cost the government and the taxpayers much less for storage and insurance charges than has heretofore been paid. The Banking and Currency Committee of the House has absolutely refused to allow the present law, which was written in

a manner to protect the warehouseman at the cost of the taxpayer and farmer, to be amended by the Senate bill so that the Commodity Credit Corporation could effect savings and prevent exploitation by the warehousemen.

"It is almost unbelievable that a group of warehousemen could be so powerful as to exercise such arbitrary control over commodities actually owned by the government. With the government becoming the largest holder of any of these commodities, such an influence exerted by the warehousemen can become all-controlling in preventing these goods from finding their way into the normal channels of trade. As in the case of cotton, the warehousemen can prevent the Commodity Credit Corporation from reconcentrating the fibre at points where prospective buyers can have access to quick selection by sampling.

"One fundamental fact should not be overlooked. That is, if the farmer pays off the loan and takes back the commodity, he will either have to pay these excessively high storage and insurance charges or the government will have to absorb them and charge the fancy fee to the taxpayer. If the Government takes control of the commodity through acquiring ownership from the farmer and exports the goods on a subsidy basis as Secretary Wallace has announced he will do with cotton, surely under those circumstances the taxpayer will be burdened not only with the subsidy but with all the unreasonable carrying charges. So any way you look at this, the matter becomes a racket in behalf of and for the specific benefit of the warehouse 'ring'.

"It is not difficult to understand the warehousemen's interest to keep cotton on storage indefinitely and above all to prevent its removal to some other place of storage no matter how much saving that might mean to the government. The 'Cotton Storage racket' is a new one but a very profitable one. Based on the new schedule of rates, it looks like a cost of from 35 million to 50 million dollars annually to carry on this fancy game."—*Manning.*

Freight Forwarder Joint Rate Decision

FREIGHT forwarders which do not actually transport commodities are not entitled to divide joint rates with carriers, the Interstate Commerce Commission explained in an order cancelling tariffs filed by Acme Fast Freight, Inc., Atlas Freight, Inc., Chaffee-Shippers Service, Inc., and Southwestern Carloading Co.

Having placed the forwarders beyond the pale of recognized transport agencies, the Commission announced certificates, permits, or licenses cannot be granted.

"They (the forwarders) occupy the position of shipper and are shippers both in fact and in law when, for the transportation of the goods entrusted to their care for forwarding, they utilize the services of rail, water or truck carriers which are controlled by the provisions of the Interstate Commerce Act," the I.C.C. pointed out.

The policy laid down in this case, and certain to be the guiding principle in future actions both as to applications for certificates or permits and as to approval of joint rates, is epitomized in this excerpt from the Commission report:

"The Interstate Commerce Act prohibits joint rates between motor carriers subject to the act and forwarding companies, such as applicants, which do not conduct motor vehicle operations."

At common law, the Commission conceded, freight forwarding companies had the status of carriers, but there is no statutory ground for I.C.C. acceptance of joint tariffs on that theory, it was concluded. Consequently, the order continued, it becomes necessary for forwarders who are merely shippers, to pay the carrier's established rate and there can be no division of tariff. On that point, the I.C.C. was emphatic, asserting "these rates are in no proper sense 'joint rates'," and adding:

"Although there appear to be no express provisions in the tariffs themselves that so provide, the fact is, as shown by the evidence, that the applicants reserve the right to route the traffic over any transportation agency selected by them—rail, water or truck; and while numerous motor carriers are parties to the tariffs, only two railroads and a comparatively few water lines concur therein.

"The evidence indicates that when the applicants ship by railroad, they are required to pay the railroad's applicable published rate. But, in view of the concurrences of motor carriers in the tariffs in question and upon the theory that such tariffs name joint rates between such motor carriers and applicants, the latter do not pay the regular rates of such motor carriers, which are or should be published and filed here, and instead pay to such motor carriers for their transportation what are called divisions of the joint rates published in the tariffs in question, which divisions are different from or lower than the rates chargeable to other shippers for like and contemporaneous transportation." —*Butler.*

Personnel

H. M. Gordy has succeeded A. D. Davis, as vice-president in charge of traffic of the Keeshin Motor Express Co., Chicago.

A. R. Ebi, general traffic manager of John Deere Plow Co., Moline, Ill., has retired, effective Sept. 1, after 51 yrs. of continuous service with the company. He is succeeded by H. J. Schroeder.

Jerome D. Ullman, secretary of the Federal Warehouse Co., Peoria, Ill., was elected president of the board of directors of the Central Warehousemen's Assn. of Illinois at a meeting July 29. The retiring president is E. W. Stimble, manager of the Mississippi Avenue Warehouses, East St. Louis. W. C. Babst of the Belt Route Warehouse and Storage Co., Kankakee, was elected vice-president and J. W. Lawrence of the Merchants Transfer and Storage Co., Springfield, was named secretary-treasurer.

Roger B. Hollinger, former traffic manager of Aberfoyle Mfg. Co., Chester, Pa., has been named executive vice-president of Branch Storage Co., Inc., New York City. He will be stationed at the firm's Philadelphia division.

P. L. Gerhardt has left the Port of New York Authority to devote all his time to the general practice of law, combining such activities with consulting and survey work in the fields in which he has so successfully engaged for many years. For almost 25 yrs. Mr. Gerhardt was associated with the Bush Terminal Co. and its subsidiary corporations. At the time of his resignation from Bush, he was its vice-president and general manager, and a member of its board of directors. As industrial consultant of the Port of New York Authority he was directly in charge of, and responsible for, the renting and operating of the Port Authority building (Inland Terminal No. 1). He will conduct his affairs at this location for the time being.

H. B. Hartman has been appointed traffic manager of the Motor Express & Terminal Corp., Brooklyn, N. Y. He was formerly connected with the C. B. Guthrie Tariff Bureau of Washington, D. C., and New York, where he was in complete charge of the North Atlantic and New England territory.

Irving J. Schaefer has been appointed general manager and operating executive of the Queensboro Storage Warehouse, Inc., Jamaica, N. Y. Mr. Schaefer has been connected with the warehouse for the past 5 yrs. as assistant manager. Previously, he was an executive in the toilet goods field.

Mr. Schaefer succeeds J. F. Fitzgerald, who has been appointed supervisor of motor vehicles with the Public Service Commission of N. Y. State at Albany, under Chairman Maltbie of the P.S.C.

Bernard G. Baker, formerly of the Amstader Storage & Van Co., is now associated again with Dunn Bros. Storage Warehouses, Inc., Chicago.

Edgar F. Kallman has been appointed manager of the state of Maryland for Calvert Distillers Corp. Mr. Kallman has been with the Calvert organization since Nov., 1934, when he joined the company in the capacity of missionary salesman in the New York City territory.

Carl Whiteman has resigned as vice-president of General Foods Corp., and General Foods Sales Co., New York, effective Oct. 1. Mr. Whiteman will head his own organization, which will specialize in the marketing of grocery products.

C. A. Hanneman, well known in the freight forwarding business in New York City, has joined the Empire Freight Co. of N. Y., Inc., 117 Liberty St., New York, of which A. F. Carbone is president.

Norman F. Cressy has been appointed manager of Crone Moving & Storage Co., Seattle, to succeed W. H. Crone, who has removed to its Vancouver, B. C., plant.

At a recent meeting of the board of directors of Michigan Furniture Warehousemen's Assn., D. A. Mote of the Fireproof Storage Co., Lansing, Mich., was elected treasurer to succeed the late Mr. Walt. Mr. Mote was elected as he resides in Lansing, and this will permit the system put into effect by Mr. Walt to be continued until the annual meeting.

The next regular meeting will be held at the Pantlind Hotel, Grand Rapids, Sept. 21.

J. Andy Thomas, president of the J. A. Thomas Transfer Co., New Orleans, was elected president of the Cooperative Club International at the recent annual convention of that body. Mr. Thomas is past president of the Orleans Levee Board, and was first vice-president of Cooperative International during the past year.—*Drown*.

Albert J. Nugon has been elected president and general manager of the New Orleans Transfer Co., Inc., New Orleans, La., to succeed W. C. Faust, former president, and Adam Lorch, Jr., general manager, both of whom died recently. Mr. Nugon has been with the company since 1904 having commenced as an office boy 35 yrs. ago.—*Drown*.

At a recent luncheon held at the Traffic Club of New York, Hotel Biltmore, John W. Terreforte, secretary and Eastern representative of the American Chain of Warehouses, Inc., and more familiarly "Terre," was honored by his friends upon the completion of 25 yrs. in the warehouse industry.

Leonard D. Jenkins, Baltimore district sales manager of packers' cans for the American Can Co., has been promoted to the post of assistant to the general sales manager packers' cans in the New York office of that company.

H. H. Howry has been appointed district sales manager of packers' can for the Baltimore district to succeed Mr. Jenkins.

H. J. Fisher has been appointed traffic manager of the Atlantic division, Atlantic Commission Co., Inc., at Philadelphia.

J. Spencer Smith, widely known in water transportation circles, was re-elected president of the New Jersey Board of Commerce and Navigation July 10 for the 25th time. Now starting a new term for the 1939-40 fiscal year, Smith has served continuously as president since the board was organized in 1915. Prior to that year he also was active in similar work for the state.

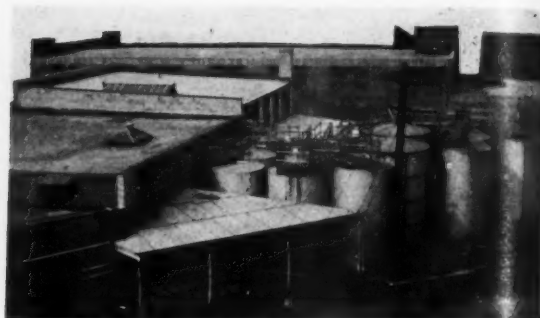
As Governor of New Jersey, Woodrow Wilson appointed Smith in 1911 a member of the Commission to Investigate Port Conditions of New York. In 1914 he was named by former Governor James F. Fielder as a member of the New Jersey Harbor Commission. He served as president on both of those commissions. The following year he was named a member of the State Board of Commerce and Navigation by Fielder and has since been reappointed consecutively by five governors.

Smith in 1917 was named by the War Department as chairman of the Board of Appraisal, which was appointed to appraise the Bush Terminal property in Brooklyn and other property in and around New York; served on the War Port Board; in 1917 was appointed

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Looking towards trucking dock. Rail siding at extreme left serving loading platform at rear.



Battery of storage tanks and section of canopied loading platform in foreground.

WAREHOUSE STOCKS MAINTAINED TO SERVE SPECIFIC INDUSTRIAL SECTIONS

IN the distribution of its products to the principal metal working industries of this country and overseas, D. A. Stuart Oil Co., Ltd., a corporation with headquarters in Chicago, manufacturing industrial and automotive lubricants, among which are many widely known straight sulpho-chlorinated and soluble oil products, has found it convenient to use public warehouses in maintaining spot stocks at strategic points.

Streamlined production in present-day industry must run in oil. High-speed operation, the cutting of metals as if they were cheese, and the need for turning out thousands of absolutely perfect parts per day, all would be impossible without good cutting fluids. As more and better parts were demanded, industry was brought face to face with lubrication problems which defiantly demanded a solution. Thanks to chemical research and continued experimentation with solution of these problems, the demand for the newer type cutting fluids is constantly increasing.

Inasmuch as these are specialized products used principally in metal-working industries for high-speed, light-feed automatic screw-machine work, consisting principally of turning, forming, box milling, and cut-off operations on free-cutting steels; or for gear-finishing, broaching, bolt-threading, nut-tapping, pipe-threading, precision work in tool-making, and the like, spot stocks are carried only in territories where plants are located that

By **T. B. LANGDON**

Vice-President D. A. Stuart Oil Co., Ltd., Chicago

require cutting oils and compounds in their machine operations.

The products are packed in drums of various sizes ranging from 5-gal. to 55-gal. capacity. The 5-gal. drums weigh 40 lbs.; 15-gal., 120 lbs.; 30-gal., 260 lbs., and 55-gal. 470 lbs. In many instances large users are served by tank-car shipments direct from the Chicago plant to the customer's rail siding.

Tank Cars Used

Principal raw materials brought to the plant for conversion into "Stuart Oil" products are handled in tank-cars or box cars, spotted on

the company's rail siding adjacent to the plant; i.e., lots of certain materials via motor truck.

The company's experience with public warehouses has been very satisfactory. While, at times, it has seemed that the cost of carrying stocks might be lowered if handled on the company's own or rented premises, nevertheless, the satisfactory service rendered by public warehouses has been figured to offset any reduction in cost.

The locations of spot stocks are so planned that a territory within a radius of approximately 100 miles may be covered. The amount of stock carried in the different warehouses naturally varies according to the demand in that territory, depending on the number and size of these plants. Each stock is cal-

Half-car unit of drums containing Thread-Kut alloy steel cutting oil, braced under the Acme unit-load system.



culated to serve its territory from 30 to 60 days. All products manufactured by this company are represented in each of the warehouse stocks. Shipments to replenish stocks are made from the Chicago plant, using all the practical modes of transportation—rail, truck, and waterway. During the winter months shipments to eastern points are made by rail, but during the summer period they go by rail-and-waterway. This method has been selected as being the most satisfactory, since it effects a saving not only in the rate charged, but also eliminates the cost of loading and bracing of cars.

\$12 Per Car Saved

Approximately \$12 is saved in the loading and bracing of each car and about 10 per cent on the rate. Mississippi barge service to Minneapolis is also used during the summer months for the same reason. The saving thus effected is due to the fact that the transportation company assumes the responsibility for ship loading and also for car loading when transhipped from the boat. Therefore, all that is necessary for the company to do is to dispatch the load by truck from the company's plant to the dockside. Service to the West Coast, however, is entirely by rail. Trucks have been found useful and economical only within a radius of some 300 miles from the plant.

In two instances advantage is taken of the stop-in-transit privilege, namely, when shipping half-carlots from Chicago to New Haven and Hartford, Conn.; also, for half-car-lot shipments from Chicago to Buffalo and Syracuse.

Shipments to go by rail are loaded at the company's private siding and use is made of the Acme Unit Load system, a method of car-bracing which reduces friction and shifting by means of heavy flat steel bands drawn tight and securely sealed around each half-car shipment of drums. This forms a mass that is held in place by force of weight. No fastenings are

made to the wall of the car, but a 2 by 6 bracing is placed at the doors as an added precaution against shifting. Each half-car unit load weighs from 14,000 to 20,000 lbs. To each drum leaving the plant a numbered tag is attached, indicat-

Public Warehouses used by the

D. A. Stuart Oil Co., Ltd.
Terminal Warehouse Co.,
Baltimore, Md.
Wiggin Terminals, Inc.,
Boston, Mass.
The Keystone Warehouse Co.,
Buffalo, N. Y.
Flagg Storage Warehouse Co.,
Syracuse, N. Y.
Hartford Despatch and Warehouse
Co., Inc.,
Hartford, Conn.
The Smedley Co.,
New Haven, Conn.
Central Warehouse,
Pittsburgh, Pa.
Detroit Harbor Terminals, Inc.,
Detroit, Mich.
San Francisco Warehouse Co.,
San Francisco, Cal.



Tag attached to every drum of shipment going to warehouse spot stocks.

"Codol" drums are grouped differently from the Thread-Kut, as shown in this illustration. In either case, the consignee merely snaps the steel bands to unload.



ing the name of the warehouse, the kind of product, capacity of the drum and its weight.

Orders taken by the sales representatives in any territory are sent direct to the warehouse. Here the orders are filled and the tags removed from the various drums to be shipped, after writing the consignee's name on the back of each, together with the number of the warehouse invoice. These are sent back to the home office with a copy of the customer's order. The returned tags give an individual record of each drum, its contents, through which warehouse distribution was made, and to whom it was sold. When ready to leave the warehouse, orders are shipped by truck, the choice being left to the discretion of the warehouse—either to use its own equipment or that of some common carrier. This has been found very satisfactory and the home office is thus relieved of any responsibility in the matter.

Monthly Inventory

Monthly inventory reports keep things running smoothly. Adjustments on shortage or damage are made only twice a year, and have always been settled without any difficulty.

Foreign shipments, if in carload lots, are made from the Chicago plant. During the winter these are sent to embarkation points by rail, but during the summer season by rail-and-water. Rush orders are always sent by rail. If the shipment is less than carlot, it goes either from the stock at the Newark, N. J., or Brooklyn, N. Y., shipping points, or from the warehouse stock in Boston. Distributor stocks are carried in France, Switzerland, Belgium, and England. Shipments to other European countries are made from the stocks at above-mentioned points. Since the products are packed in steel drums, no other precautionary measures are taken for safe delivery to foreign parts.

D. A. Stuart Oil Co. is among the pioneers in the development of sulphurized mineral-cutting oils and extreme pressure "E.P." automotive and industrial gear and bearing lubricants, and was the very first to develop the sulpho-chlorination process. The company was established by David Stuart in 1865 for handling vegetable and animal oils, which at that time were the principal all-purpose oils used. Successors to David Stuart gradually changed the products so that from 1900 to 1917 it was primarily a "smokestack" oil business. But, with the rapid development of high-speed and automatic machinery, the discovery of tool steel with consequent high machining speeds, and finally, the World War with scar-

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One of the Swift & Co. booths which demonstrated the care used in feeding chickens and ducks for the Swift market. Refrigerated cases show the attractive way in which cellophane wrapped poultry appears.

Below: This beautiful display told the story of the Cold Storage Warehouse. Recordings aided in telling the public how the warehouse industry functions and its importance in distribution.



850,000 in attendance
as

WORLD POULTRY CONGRESS CALLS FOR

A WORLD picture of the poultry business was presented at the Seventh World's Poultry Congress & Exposition, held in Cleveland, Ohio, July 28-Aug. 7. The picture took in all phases of the industry, including breeding, feeding, management, marketing, processing, and distribution. Most graphically portrayed was the American industry because of the extensive list of exhibitors.

A total estimated gate of 850,000 was reported for the 11 days of the big show, making it by far the greatest agricultural meeting ever held. This not only indicated a heavy attendance of Congress participants and those connected with all branches of the industry, but a tremendous reception from the general public, far beyond the expectations of officials. The show was extremely successful from all

angles—attendance, interest, technical progress, exhibitor sales and

financial outcome. The World's Poultry Congress not only paid off



A partial view of the extensive Armour & Co. exhibit at the World's Poultry Congress. At the extreme right may be seen the end of the table dressing room where the processing of Armour's Cloverbloom poultry was demonstrated daily.



One of the two Italian exhibits in the Hall of Nations. Cuba's Booth and some of the Cuban representatives.

all expenses but left a margin to be used for promotion of the industry and its products.

The Cleveland meeting marked the beginning of a new era for the poultry business in this country, because of the action taken at a mass meeting of all branches of the industry on Aug. 5. This meeting was called because of the excellent opportunity for all groups in the field to unite in a common program to boost consumption of poultry and eggs. Hitherto all attempts to rally the industry had been unsuccessful.

The mass meeting voted to empower the Executive Board of the World's Poultry Congress to draw up plans for a national consumer educational program. Members of this committee include Morley A. Jull, College Park, Maryland;

James E. Rice, Mexico, New York; Reese V. Hicks, Kansas City, Missouri; Lloyd S. Tenny, Chicago; E. B. Heaton, Chicago; D. D. Slade, Lexington, Kentucky; Walter Lloyd, Cleveland, and Glenn H. Campbell, Cleveland. The committee will report with a proposed plan about Jan. 1, 1940.

It was also voted to have an advisory committee consisting of one member from each state, preferably a producer, to aid in an advisory capacity. Leading poultry organizations in the states will select the representative.

In the past, it was brought out, the poultry industry has paid principal attention to production problems without sufficient regard for the market. Consequently there was no sales promotion to speak of and production exceeded consump-

tion by a considerable margin, thus leaving a big surplus. During the past year the Federal Government has agreed to take a part of the surplus but it has been insufficient to solve the problem. The principal thing needed, it was agreed at the Congress, was a united campaign to educate the public to the value and extensive uses for poultry and poultry products. It was also agreed that no other food had as many nutritional values to talk about. The consumer campaign will take into consideration the diversified uses, nutritional values, conveniences, and economy. Public interest in the show itself, it was stated, indicated how popular the poultry industry's message might be.

The Seventh World's Poultry Congress utilized every square foot in the big Cleveland Public Auditorium, the extensive Underground Exhibition Hall, and the two largest buildings of the Great Lakes Exposition, which were renamed the "Hall of Nations and States" and the "Hall of Poultry."

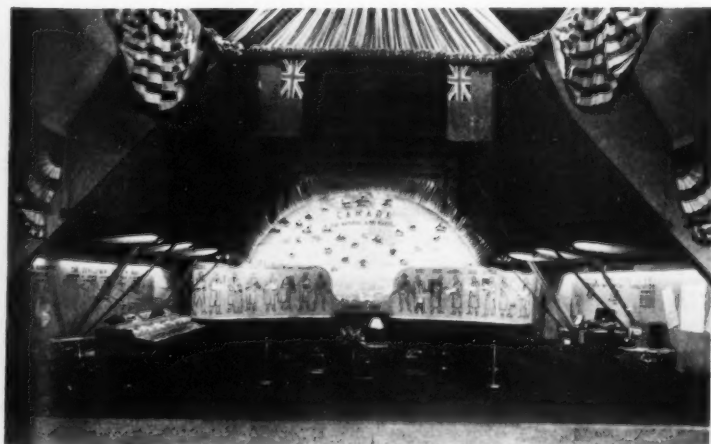
The lower floor of Public Auditorium offered a Pageant of Poultry, which showed a pair of chickens of almost all known varieties from various parts of the world. Here also were exhibited some Red Jungle Fowl of India, from which all domestic chickens originated. Poultry breeders had their displays around the sides.

Following through the Underground Exhibition Hall toward the lake, the visitor observed the exhibits of feed and remedy manufacturers, general farm machinery, brooders and incubators, general poultry equipment, processing displays, marketing and distribution organization exhibits, packer displays, retail set-ups and consumer educational features.

From the standpoint of processing, Armour & Co. had one of the most interesting exhibits of the

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FOR EDUCATIONAL CAMPAIGN



The Canadian exhibit was a large one and demonstrated that the chosen site for wild fowl should be well adapted to domestic fowl.

IN THE *Cold Storage* FIELD

Frosted Foods Institute No Longer a Part of Distributors

The National Food Distributors Assn., it is stated, will soon terminate all activities as a clearing house for the organization of Frosted Foods Institute. In a news dispatch to the *New York Times*, July 30, it was stated the action would probably be taken at the Chicago convention of the food distributors, held Aug. 23 to 26, and after that it will be up to the various frosted food groups to decide on a future program.

Establishment of the Frosted Foods Institute was authorized at a preliminary meeting at Chicago in January. Representatives of all branches of the frosted foods industry, from packers to wholesalers, were present and it was agreed virtually unanimously that the setting up of standards for similar trade problems could be handled best by some central organization.

After the committee went to work it was not long, however, before it was discovered that while the canners and packers, warehousemen, brokers and machinery manufacturers all agreed an institute was necessary, each group was fearful lest some one of the others dominate the institute.

The organizing committee also found considerable sentiment for the organizing of the frosted food industry in state and local groups. Several of the bigger frosted food merchandisers also evinced a desire to go it alone.

In an effort to find a common meeting ground for the dissenters, the organizing committee sent out a questionnaire early this spring, asking that members of the frosted foods industry suggest the personnel for the various tentative institute committees. A list of several hundred nominees submitted only increased the confusion. In addition, each group of the industry seemed to look at the situation only from its particular angle.

Fred E. Scott, as organizing chairman, pointed out that the problems facing the industry are as acute as when the institute idea was first broached. Under the amended Federal Food and Drug Act, the frosted food packers will be forced to agree on some sort of uniformity on labeling standards by Jan. 1, 1940, or the Government will in all probability do it for them.

In a number of states the legal line of demarcation between a cold-storage product and a frosted food is exceedingly slim. In Pennsylvania, for example, a Cold Storage Act is sufficiently broad to cover frosted foods and their labeling, even though there is little resemblance to the old-fashioned variety of products.

E. J. Martin, executive secretary of the food distributors, pointed out that although the association will probably disassociate itself from the institute organization work, there would be a frosted foods section at the Chicago convention.

Larger Egg Stocks

Aug. 1, the normal peak point of accumulation of egg stocks, showed 7,017,000 cases of shell eggs and 143,021,000 lb. of frozen egg meats on hand. These quantities compare with 6,411,000 cases of shell and 135,329,000 lb. of frozen eggs on Aug. 1 a year ago, and 7,874,000 cases and 131,106,000 lb. of frozen eggs for the 5-yr. average. The total case equivalent for Aug. 1 this year was 11,103,000 and compares with 10,-

278,000 cases a year ago and the 5-yr. average of 11,620,000 cases.

Booth Markets Quick-Frozen Poultry

Booth Corp., subsidiary of Booth Fisheries Corp., has begun a national sale of quick-frozen poultry, giving the company a complete line of packaged products. Distribution is confined to fryers and broilers, packed in flat, oblong window boxes, covered with cellophane. The poultry is quick-frozen and packaged by Priebe & Sons, Inc., Chicago, packers and shippers of dressed poultry. The firm has installed facilities at its Perry, Iowa, plant.

Tropic Fruits and Vegetables a Cold Storage Problem

Warm-natured fruits and vegetables from the tropics are more likely to break down under storage that is too cold than products of the more temperate zones. Some of the tropical products, particularly bananas, pineapples, mangoes, and avacados, lose flavor and texture when kept in the home refrigerator for several days. If served cold, they should not be chilled until immediately before serving.

Research by Federal Bureau of Plant Industry scientists shows that many products have a "critical storage temperature" below which injury is likely to result, although this temperature may be several degrees above freezing. The low temperature damage may show up in many ways—in appearance, flavor, and texture; in chemical composition; and in susceptibility to decay from storage.

Most of the produce grown in temperate zones will stand temperatures nearer the freezing point than those from the tropics or those whose original home was in the tropics but are now being grown in the temperate zones. Tomatoes, eggplants and cucumbers are examples of exceptions. Potatoes and pears held below 40 deg. Fahr. for several weeks undergo a chemical change in which the starches turn to sugar rendering them unpalatable.

Stored pears must be removed and ripened at temperatures ranging from 60 to 70 deg. If held too long at around 32 deg. some varieties lose their ability to ripen and "go dead."

Constant improvement of storage conditions has prolonged the market life of most perishable products and has helped to retain their "fresh" taste and appearance. —Manning.

Quaker City Cold Storage Employees Get \$1 Raise

A 2-day strike of the members of the Warehouse Employees Union, A.F. of L., affecting about 60 warehouse workers in the three plants of the Quaker City Cold Storage Co., Philadelphia, was settled July 21 when the demands for a wage increase were granted. The union had asked for \$2; the agreement was finally an average of \$1 a week. The old contract and closed shop plan was renewed and 44 hrs. hereafter will constitute a maximum work-week.

The Warehouse Employees Union is reported to be negotiating with the other cold storage warehouse concerns in the Philadelphia territory to obtain similar concessions. —Lansing.

Shanghai at Present

Now Reduced to a Mere City of Refuge. Conditions Changed for Interchange of Merchandise. Berthing and Loading Charges Mount

By JACQUES C. MAGUIE, O.S.D.

THE fog that sometimes gathers over Shanghai and delays ships from proceeding up the Whangpoo River has a counterpart which today is enveloping the political and economic prospects of this extraordinary Oriental commercial metropolis. Shanghai, one of the great commercial capitals of China, has been reduced to a mere city of refuge—said an American businessman recently while commenting on the enormous losses to American trade sustained in China since the beginning of the present undeclared war.

In August, 1937, Shanghai was thrown into an uproar just at the time when trade between American and China was booming. (The National Government was well into its elaborate program of unifying, tranquilizing and modernizing this vast country of 450,000,000 people.)

America enjoyed an important role in China's new national policy. She was called upon to supply manufactured goods, machinery and many other articles to assist in this great reconstruction work. The American businessman in Shanghai, as the promoter of his country's trade with China, found himself holding a most favorable position in the friendly and active trade relations between the United States and China.

Even when the Shanghai War of 92 grim days came to an end and the seriousness of direct losses sustained by American trade and property was reckoned, the Shanghai American was not daunted. As one who has watched and waited through the many periodic upheavals of the city, and knew its amazing talent for recovery, he looked forward to the time when the usual channels of trade would be opened again and the normal trend of affairs be resumed.

With the war now approaching its 3rd year, however, these reasonable expectations have not been realized.

Access to American properties in Shanghai and to American cargo was delayed and obstructed during the months succeeding the Japanese occupation. Chinese factory owners in the northern and eastern areas, good customers in the American market and users of American products and machinery, were not permitted to return to their factories, mills and plants if, indeed, they still remained standing at all. By far the greatest loss to American trade as the result of hostilities, however, was due to the cutting off the hinterland market of Shanghai. The Yangtze was virtually closed to all save the Japanese. Foreign cargoes were being "diverted" while, for a period of approximately 10 mos. last year, huge quantities of Japanese manufactured goods, labelled "military supplies," were pouring into China duty-free from Japan.

As the Japanese penetrated further and further into the hinterland markets, the Japanese traders followed close behind. When occupation was complete, it was the Japanese merchant who stood ready and waiting to skim the cream of China's trade. At the present time there is no mood of acute tension or crisis, but there is a good deal of uncertainty about future trade and currency prospects. As a result of the continuance of



Jacques C. Maguite, in the Far East securing news for DandW

hostilities in the interior and continued closing of the Yangtze River to non-Japanese commercial shipping there has been a striking decline in foreign trade, from \$913,239,550 in 1937 to \$491,273,386 in 1938. Even this reduced volume of trade is only made possible by the remarkable ingenuity and resourcefulness of the Chinese traders in moving goods in the port in spite of the closing of many main arteries of communication. Exports can no longer be carried on bamboo poles slung across the backs of the innumerable coolies and are transported in sampans, or small boats, along the many creeks and canals of the Shanghai hinterland.

Port Opened in 1843

The port of Shanghai was opened in 1843 as a result of the 1842 Treaty with Great Britain. It is situated on the Whangpoo River some 14 miles from its mouth at Woosung. There was a bar near the mouth of the river (Outer Bar) and one about 3 miles up (Inner Bar), where the channel was split by Gough Island. Shipping found difficulties at the bars and representations were made as to the necessity of regulating the stream. Between 1889 and 1891 an ineffectual attempt was made by the Customs to dredge the Inner Bar. In 1901, an annex was included in the International Peace Protocol to provide for the regulation, but it was not put into effect. It was not until 1905 that a Netherlands engineer was engaged, and, by closing one of the channels above the Inner Bar and building a concave training wall alongside the Outer Bar, great improvements were effected. In 1910, the funds were exhausted and the harbor organization reduced to a maintenance board.

In 1912, a new agreement between China and the Treaty Powers was made, and the Whangpoo Conservancy Board constituted, and then since the river has been normalized and deepened. But the main bar in the Yangtze (outside the Whangpoo), known as the Fairy Flats, presents an obstacle to modern shipping and further facilities are required in the harbor. At the end of 1921 a special committee of consulting engineers of international repute reported on the measures which should be taken, which include a reconstruction of the Board itself. This report was forwarded to the Government and was specially commended by the Diplomatic Body in December, 1923, for the consideration of the Government, but no general action has yet been taken. Since 1927 the Municipality of the Greater Shanghai has interested itself in minor harbor affairs, but no proper liaison has been made.

In 1931 the Administrative Yuan recorded the project for dredging the Yangtze Bar. Owing to the economic situation the work only commenced in 1935, with a

dredger which is the largest in the world of its type, having an hourly rated output of nearly 8000 tons of mud, or, allowing for time for dumping, about 30,000 tons a day. From September, 1935, to March, 1936, it removed over 2,000,000 tons of mud from the crest of the bar.

Physical Problems

The Whangpoo River is a drainage channel whose basin extends to the hills from Chinkiang to Hangchow in the west and is bounded by the Yangtze River in the north and north-east and by Hangchow Bay in the south and southeast. With the exception of the hill slopes at the western watershed and a few isolated hills, the whole area is an alluvial plain of the level of spring tides, being part of the delta of the Yangtze. The channel, which is over 2000 ft. wide at the mouth, ascends with a gradual narrowing some 60 miles to a system of lakes. Within this length it is strongly tidal and the tidal scour has maintained it as a channel greatly exceeding the dimensions required for the run-off. In this part it has not been stable but has meandered and split in the usual manner of rivers in alluvial plains with the result that it has a succession of pools and crossings and a bar at the entrance. The problem presented was that of regulation to a normal width so as to obtain a maximum and fairly uniform depth, utilizing the tidal currents and tidal capacity as far as possible.

Wharves: The many wharves in Shanghai Harbor are all under private ownership, and arrangements regarding berthing should be made with the owners.

Depth: Vessels up to 25 ft. can pass through the entire harbor at extreme low water. At high water vessels up to 32 ft. draught can do so.

Number of vessels that can be accommodated: The harbor has accommodated 156 merchant vessels and 22 warships at one time. The largest vessel was 657 ft. in length and 30 ft. draught. She could be berthed at a wharf of head-and-stern mooring.

Loading and unloading: Are done entirely by coolie labor, except in the case of the Kailan Mining Administration and the Shanghai Power Co., which use mechanical apparatus.

Number of berths: There are 68 head-and-stern mooring berths in the stream including 4 naval berths, 4 berths for Custom cruisers, 2 berths for cable ships, and 3 berths for vessels with gasoline. Vessels may not moor with their own anchors in the harbor.

Dry Docks

Name of dock	Length ft.	Breadth ft.	Depth on sill L. W. S.	
			ft.	ft.
International	528	77	23	
Kiangnan I	502	70	23	
Kiangnan II	545	70	20	
Kiusin	235	50	12	
Old Dock	399	53	16	
Ping An	240	33	14	
Tungkahdoo	350	67	16	
Yangtszepoo No. 1 ...	584	70	20	
Yangtszepoo No. 2 ...	345	61	16	

Bunkering: Coaling is effected entirely by hand labor from cargo boats or wharves.

Pilotage: Pilotage is not compulsory. The tariff of fees is:

	Steamers Sh. \$ Per ft.	Tonnage Charge Per Ton
Gutzlaff to or from Shanghai	\$11.55	\$0.021
Tungsha Lightship to or from Shanghai	\$11.55	\$0.021
Gutzlaff to or from Woosung	\$ 8.40	\$0.015
Tungsha Lightship to or from Woosung	\$ 8.40	\$0.015

Detention fee as provided for. Shifting vessels in port, including mooring and unmooring, going to or from a wharf, buoy or dock: \$2.80 per ft.; plus \$0.70 per ft. per mile (a part of a mile to count as 1 mile), plus ½ cent per ton tonnage charges. Sailing vessels, steamers or motor vessels not under own power, and sailing vessels powered by auxiliary engines, are charged 25 per cent more than the steamer rates. Ton-

nage charges to remain the same. The minimum charge is for 10 ft. draught. In calculating pilotage charges a part of a ½-foot counts as one ½-foot. In the case of men-of-war, the tonnage charge is leviable on the displacement—3 tons of displacement to count as 1 ton for tariff purposes.

Harbor dues: All harbor dues are included in tonnage dues which are payable every 4 mos. at the rate of 4 mace per ton register by vessels of more than 150 tons, and 1 mace per ton by vessels of 150 tons or under.

Berthing charges: Charges are made for the use of head-and-stern mooring buoys at the following rates:

1. "A" class buoys, which accommodate vessels up to 650 ft. in length, \$35 per day or any part thereof.
2. "B" class buoys, which accommodate vessels up to 500 ft. in length, \$24 per day or any part thereof.
3. "C" class buoys, which accommodate vessels up to 350 ft. in length, \$15 per day or any part thereof.

Wharfage dues: Are collected on all goods imported by vessels into Shanghai, or exported by vessels from Shanghai. Goods transhipped at Shanghai, or re-exported from Shanghai do not pay wharfage dues. The wharfage dues tariff is as follows:

Name of articles	Per picul Hk. Tls.
Gunny bags	0.06
Silk, steam filature	0.320
" raw and white	0.160
" yellow native	0.135
" wild raw	0.190
" " filature	0.120
" re-reeled native	0.250
" " from douplon	0.250
" " filature	0.300
" refuse	0.020
" cocoons	0.060
Tea, black and green fired	0.015
" brick	0.010
" dust	0.015
" dust	0.003
" siftings	0.015
" unfired	0.015
Treasure, imported or exported Tls. 1,000	0.360

On all other customs dutiable goods, wharfage dues are charged at the rate of 2 per cent of the customs, full duty levied. Customs regulations. On all goods classed as "Duty Free" by the customs, wharfage dues are charged at the rate of 2 per cent of 5 per cent on the declared value.

Lighters: There are two types of lighters used in Shanghai: Native and Registered. Native Lighters—The open and flat (yolo) mostly in use are 20 tons to 60 tons. The rate for lighterage per ton per day in normal times is 40 cents. At the present time it is 50 cents to 80 cents. These lighters are much in use on the Soochow Creek for transporting native products. This Creek, however, is too shallow and the bridges are too low to admit of Registered lighters being used. Registered Lighters: (must be towed by tugs)—The tonnage ranges from 50 to 400 tons, although there are a few of greater capacity. These lighters can be locked and sealed and are useful when handling cargo for export. This cargo would come down on a river steamer from interior ports and it is frequently convenient to load into a registered lighter, the contents of which are then examined by customs and the lighter sealed pending arrival of the ocean going steamer. When the latter arrives, the lighters go alongside, the seals are then broken by a customs officer and the cargo loaded. It is also convenient to handle cargo stored in Shanghai in the same way. Cargoes taken from local godowns (warehouses) are loaded into registered lighters, which are examined by customs officials and sealed with the same procedure as noted above. The rate in normal times is from 70 cents to \$1.00 per ton; now \$1.20 to \$2.00 per ton. There are obvious advantages in using registered lighters as against native lighters, principally because of security, for they can be locked up. If native lighters have to stay out during the night, pilfering is not uncommon.

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LETTERS TO THE EDITOR

Swedish Cooperative Movement Explained

IN the June 1939 number of your journal you have given publicity to an attack on the Swedish Cooperative Movement by an anonymous writer.

Naturally, we human beings can hold different views upon economic matters, but in a democratic society it is necessary that these matters be treated with some modicum of knowledge and, above all, with truth. Unfortunately your contributor has been driven by emotional reasons to present a number of points in an incorrect manner. Permit me, therefore, to mention something about the Swedish Cooperative Movement that I hope you will allow to be published in your magazine.

The Swedish Consumer Cooperative Movement consists of 635,000 households, organised in 680 independent societies at work in different parts of the country. These local societies are associated together in a central organisation, Kooperativa förbundet. The members are free to buy just as much as they themselves choose from the local societies. In 1938 the sum of these purchases amounted to 531 million kronor. The societies affiliated to Kooperativa förbundet are likewise free to purchase where they will and to utilise Kooperativa förbundet when they can benefit by so doing. To these societies Kooperativa förbundet sold goods to the value of 230 million kronor in 1938. Kooperativa förbundet manufactures a number of commodities but also acts as a wholesale merchant; it is, for instance, the largest Swedish purchaser of Californian fruit.

The local cooperative societies deal principally in foodstuffs. Of these they sell between 20 and 30 per cent of all that is consumed in Sweden. The cooperatives conduct the sale of department store goods only to a minor extent.

The retail traders in Sweden are associated together in local bodies, which are in their turn associated in a national union. Were there no consumer cooperative societies, these organisations would alone decide at what prices goods should be sold. The Cooperative Movement compels the private merchants—for their own good—to adapt their price levels to those of the cooperative societies. One consequence of this is, of course, that competition is maintained and that the consumers can use more goods than would be the case otherwise.

With regard to politics the Swedish Consumer Cooperative Movement is neutral and its members consist of consumers from all the political parties in the land. The cooperative enterprises pay taxes at the same rate as private persons. Companies, however, have been taxed at a somewhat lower rate than private persons, and therefore several of the larger industrial undertakings of Kooperativa förbundet have been organised as companies. The Consumer Cooperative Movement has received no assistance from the public authorities.

Your anonymous contributor advances as evidence of how the Cooperative Movement is allied with the present Government the statement that there is a consumer cooperative, but no private store, at the Swedish Naval Station in Stockholm. This is incorrect. The

truth is, that the people living on the island of Skeppsholmen, where the naval station is situated, organised a cooperative society in 1916. This society amalgamated with the Stockholm Cooperative Society (Konsumtionsföreningen Stockholm) in 1916, i.e. at a time when Sweden's politics were directed by a Conservative Government under the leadership of Herr Trygger, and when it was difficult to get food in this country. Under the present Labor-Farmer Government the shop on Skeppsholmen has been closed, but neither the former Conservative Government nor the present Labor-Farmer Government has done anything for or against in the question of how officers and warrant officers desire to arrange their purchase of goods.

Furthermore, your contributor states it to be a fact that cooperative stores are to be found in the Town Halls of many a Swedish city. I know of no Town Hall that contains a cooperative store in any city in Sweden. No doubt your anonymous contributor has obtained the idea for this assertion from a municipality not far from Stockholm, viz., Saltsjöbaden. At that place there are a couple of large restaurants and hotels. Saltsjöbaden is a place at which well-to-do Stockholmers reside—some of them only during the summer. The municipal government of this community lies in the hands of other people than those belonging to the present Government parties. In this municipality the Stockholm Cooperative Society has a shop in a building situated immediately adjacent to the Municipal Hall.

With regard to prices, I have intimated that the cooperative societies maintain competition locally. The 3 per cent patronage dividend ("discount") that they give is no criterion of the efficiency of the societies, for if there were no cooperatives the commodity price levels would be otherwise than they actually are now. Kooperativa förbundet does control the price-fixing of the trusts and cartels. This is so generally known that one can scarcely consider it credible that a person living in Stockholm could be so ignorant with respect to this matter. Your anonymous contributor mentions Kooperativa förbundet's measures against the prices of electric lamps, and he asserts that Kooperativa förbundet has not broken the price structure of the lamp cartel in this country. Allow me to say that Kooperativa förbundet requested, in 1927, that the price of electric lamps, which was then 1.35 kronor—an unreasonable price—should be reduced to 0.85 kronor. If the manufacturers would reduce their price, Kooperativa förbundet would build no lamp factory. The manufacturers, who were controlled by the German Osram concern, refused. Kooperativa förbundet therefore built its lamp factory and forced a reduction of the prices of electric lamps to the level that it had suggested as reasonable. It is to be observed that the people who purchased from private traders also obtained lamps for 0.85 kronor through this measure. Since then the prices of electrical materials have risen, but the retail price of lamps in Sweden is still 33 per cent lower than it was in 1927. It is "Luma," Kooperativa förbundet's lamp factory, that fixes the price of electric lamps in Sweden.

Mention could be made of many other goods in respect of which the interests of the consumers have been defended against unreasonable cartel and monopoly prices. Even though Kooperativa förbundet may not

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Factories ON THE MOVE

GENERAL MILLS, INC., Chamber of Commerce Bldg., Minneapolis, Minn., has let general contract for new nine-story branch plant on Michigan Ave., Buffalo, for cereal products manufacture, flour, etc. Cost about \$1,800,000 with machinery.

Tri-State Development Corp., Southern Bldg., Washington, has acquired an industrial building at Bowditch, N. C., and will remodel for new feldspar grinding and milling plant. Cost about \$50,000 with equipment.

Standard Oil Co., 746 Marietta St., N. W., Atlanta, Ga., has asked bids on general contract for new bulk oil storage and distributing plant at Dallas, Ga., including pumping station and steel tank storage units. Cost close to \$50,000 with equipment.

Jones Electric Machine Co., Topeka, Kans., plans new one-story and basement plant at Decatur and No. Santa Fe Sts., Salina, Kans., for production of special electric machinery and parts. Cost about \$40,000 with equipment.

Ben Franklin Refining Co., Tulsa, Okla., affiliated with Bell Oil & Gas Co., same address, has let contract for two-cycle cracking tower unit and ethyl gasoline blending apparatus refinery at Ardmore, Okla., where expansion and improvements will be made. Entire project will cost over \$75,000 with machinery.

Vernors Ginger Ale Co., 4906 Harrisburg Ave., Houston, Tex., plans new mechanical-bottling works at rear of present plant, consisting of large one-story structure, with storage and distributing facilities, work to begin in fall. Cost over \$125,000 with equipment. Company also plans factory branches, storage and distributing plants at Dallas, Fort Worth and Austin, Tex.

B. F. Goodrich Co., Akron, Ohio, automobile tires, tubes, etc., has awarded general contract for new mill at Clarksville, Tenn., consisting of main one-story unit, with powerhouse, machinshop, service and garage building and other structures. Plant will be used exclusively for manufacture of mechanical rubber goods. Cost close to \$1,500,000 with equipment.

Champion Paper & Fibre Co., Inc., Hamilton, Ohio, plans one and multi-story units for expansion at branch sulphate pulp and paper mill at Pasadena, near Houston, Tex., operated as Houston Division. Cost about \$3,000,000 with machinery.

Pittsburgh Plate Glass Co., Grant Bldg., Pittsburgh, has authorized expansion and improvements in sheet glass plant at Ford City, Pa., including replacement of section of present pot furnaces with new continuous tank and lehr, modernization and extensions in batch-handling equipment and other machinery. Entire project will cost close to \$1,700,000.

Detroit Gasket & Mfg. Co., 12640 Burt Ave., Detroit, plans new one-story plant at Marine City, Mich., for which bids will be asked soon on general contract.

Spence Engineering Co., Grant St., Walden, N. Y., manufacturer of pressure and temperature regulators, automatic valves, parts, etc., has acquired local plant of former Rider-Ericsson Engine Wks., and will modernize for expansion. Executive offices in N. Y. City.

Federated Metal Division, American Smelting & Refining Co., 120 Broadway, New York, plans new three-story and basement refining and processing plant, with office building adjoining, at San Francisco. Bids will be asked soon for general erection. San Francisco offices are at 75 Folsom St.

William Prym, Inc., 21-02 Forty-fourth Ave., Long Island City, N. Y., manufacturer of snap fasteners, pins and other metal goods, has acquired former Assawaga Mill of Angus Park Woolen Co., at Danville, Conn., comprising several large one and multi-story units, and will modernize for new plant.

Torrington Co., Torrington, Conn., swaging machines, ball bearings, needles, etc., has let general contract for one-story addition to branch plant at Bedford, Que., Can.

Stimmel Winch Co., 37-24 Twenty-second St., Long Island City, N. Y., manufacturer of electric hoists, winches, parts, etc., has purchased about 24,000 sq. ft. at 32-36 Thirty-third St., near 38th Ave., L. I. City, and will use part of property for one-story plant, for which plans were filed recently. Present works will be removed to new location and capacity increased.

French-Wolf Paint Products Corp., 1700 Walnut St., Philadelphia, paints, oils, varnishes, etc., has purchased property at Shunk and Swanson Sts., comprising one and two-story structures, about 40,000 sq. ft. of floor-space, and will improve for new plant. Present works, including plant at Bristol, Pa., will be removed to new location, where production will be concentrated and increased.

Lucidol Corp., 293 Larkin St., Buffalo, chemical and allied products, is negotiating for acquisition of former plant of Jewett Stove & Foundry Co., Military Road, consisting of several one and multi-story units, and will remodel for main plant. Cost about \$100,000 with machinery.

Eastman Kodak Co. will erect a \$500,000 building at 1712 Prairie Ave., Chicago, opposite its present plant.

Food Machinery Corp., Sprague-Sells Div., Hoopston, Ill., has purchased the business of the B. I. Buck Co., Baltimore, Md., and as rapidly as possible will put into production at Hoopston the Buck line of bean snippers, graders and slicers. E. W. Hardesty, sales manager for the Buck company, is joining the Sprague-Sells organization.

The Gotham Silk Hosiery Co. is reported to be moving its finishing plant from New York City to Philadelphia. The concern is said to be planning to employ 500 or more workers in Philadelphia.—Lansing.

The directorate of the Fairfield Paper Co., Baltimore, Md., has acted favorably upon the plan to establish a branch factory in Beaver Falls, Pa., to make corrugated board shipping cartons. It is expected the proposed plant will be operating in September.—Lansing.

Breyer Ice Cream Co., Philadelphia, plans erection
(Continued on page 54)

FROM THE

LEGAL

VIEWPOINT

State Taxes on Warehouse Stocks

LEGAL EDITOR, *DandW*: The Ambrosia Chocolate Co. is a basic manufacturer of chocolate and cocoa products used by candy, ice cream and biscuit manufacturers throughout the country for whose convenience at many points in the country it maintains warehouse stocks. These stocks are shipped to the company in care of warehouses who in turn ship or deliver to our accounts in the original packages. We understand that this constitutes interstate business, but here is the question:

Does the above constitute interstate business to the extent that we are not "doing business" in the particular state and is our company liable for payment of corporate tax, fees or permits for transacting business, or other state or municipal fees or taxes other than the usual and ordinary personal property tax now being paid?

All billings and collections are made from our home office in Milwaukee, Wis. The warehouseman assumes the position of bailee only. He transacts no business for us as our agent. He merely cares for the merchandise for us and which has been stopped for storage in transit to our customers at final destination, either within the state or adjacent states. We have salesmen who operate in all territories, but control of the stock remains with our office in Milwaukee.

Particular reference is given to Missouri, Texas, Kansas, and Oklahoma. If it is true that we are subject to payment of the above mentioned various taxes, it will mean curtailment of our warehouse set-up. An expression of the legal status will be appreciated.—*Ambrosia Chocolate Co.*

Answer: Naturally, when rendering opinions, with respect to interstate taxation, such opinions should be based, and strictly so, upon late higher court decisions involving exactly the same set-up, method of doing business and distribution of merchandise. And seldom do we find exactly the same local laws and exactly the same method of selling, shipment and distribution. However, I shall review for you certain relevant and late cases involving similar points.

First, I may say that the legal distinctions between property taxes and privilege taxes are difficult to

define. However, in a late case (90 Pac. (2d) 572) it was shown that in California a state law was passed which taxed goods stored in warehouses. This court held the law valid, and explained that merchandise transported interstate is subject to a property tax, as this was held to be. Also, this court held that for like reasons goods shipped interstate, when once same come to rest, are subject to taxes levied for the privilege of use, storage or consumption within the

Mr. Parker answers legal questions on warehousing, taxes and related matters.

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state. Also, see the United States Supreme Court case (288 U. S. 249) holding that a state may impose a tax for the privilege of selling, storing or distributing merchandise, providing the merchandise is not in continuous transit. Of course, it is well known that gasoline taxes have been held valid where same is shipped from one state into another and stored for sale purposes. Recently another court held (3 S. E. (2d) 296) that "property within the state, privileges granted by the state, and intrastate commerce done within the state are proper subjects of taxation." In another late case (6 Atl. (2d) 665) the court said that in order that a state tax applicable to a foreign corporation shall be valid, it must be shown that the tax is imposed solely on account of the *intra-state* business being transacted. Then, again see the attitude of the court (281 N. W. 94) in which it was held that goods may be shipped in pool car or to a warehouse for distribution, and still remain under inter-state commerce influence because from the start of the shipment it was intended by the shipper that the

goods were to be delivered to the various purchasers in the other state. This court held that the fact that the goods were stopped was not important because it was certain that each lot would arrive at a predetermined destination.

Also, refer to the Texas case of *Galveston v. State* (123 S. W. (2d) 797). In this case goods were shipped by the manufacturer in Ohio to a warehouse in Texas. The goods were then processed, labeled, and later shipped to customers in Texas. The Texas court held the goods subject to Texas taxation. The court said that the mere fact that the manufacturer shipped the raw materials into Texas and stored pending disposition did not result in the goods being in interstate commerce. Of course, if the manufacturer appeals to the Supreme Court of the United States, this decision may be reversed. From the standpoint of legality of state taxation, applicable to a manufacturer, as yourself, who transacts inter-state business in every way with the possible exception of stopping the goods in a warehouse for distribution, it seems to be presently established that if these goods are sold before shipment is made, the fact that same are stopped in a warehouse for distribution does not result in their being affected by intra-state taxation laws. The important point is whether by shipping the goods for storage in a warehouse before sale, results in a different legal status than where the sales are made before shipment, as your case implies. As soon as I read a higher court decision involving this particular point of law, in combination with your other points, which involve your methods of making collections, sales, and shipments, I shall immediately include in these pages a concise discussion of same and mail for your attention a copy of the discussion.

Definition of Common Carrier

LEGAL EDITOR, *DandW*: Please give the legal definition of a "common carrier." Am I considered a legal common carrier?—*Weiss Trucking Co.*

Answer: On many occasions the higher courts have held that a trucking company is a private carrier and not a common carrier, if it hauls goods under an exclusive

contract for one or two firms. Also, it may occasionally do incidental hauling, but not regularly or it would be a common carrier.

However, a firm which hauls for a great many firms is legally a common carrier, and required to obtain a permit to carry on its business, and also is liable as a common carrier, if the evidence indicates that it accepts business from all who desire services, or if it hauls for many under contract or otherwise.

Therefore, if you do hauling generally for all who call for your services, you are a common carrier.

For illustration, in a leading case (266 U. S. 577) the Supreme Court of the United States held that a trucking company which contracts to haul exclusively for one or more firms is a private carrier and not required to obtain a certificate, but in another case (222 N. W. 718) the court held that a motor-truck company which enters into contracts to transport goods from many regular customers is a common carrier. Another important point of law is that a late higher court held a state law valid by which private carriers are regulated. However, no law is valid which is intended to convert a private carrier into a common carrier.

A Case of Conversion

LEGAL EDITOR, *DandW*: Several months ago we received a telephone call from Hazel Ads requesting that our truck pick her goods up and place in storage for her account. This was done and sometime later we received a letter from Hazel Ads requesting that the goods be crated for rail shipment in a pool car to San Francisco.

While the goods were being held pending the making up of a pool car a man and woman claiming to be Mr. and Mrs. Ads presented the warehouse receipt which we had issued and sent to Mrs. Hazel Ads and they ordered the goods redelivered to the same address from which we had originally picked them up. About a week later we received a letter from Mrs. Hazel Ads at San Francisco wanting to know when she could expect the arrival of her goods in San Francisco.

We immediately had the municipal court issue an order of replevin for the goods and when this order was served on the ones claiming to be Mr. and Mrs. Ads, the information came out that Ads had secured the warehouse receipt, left Hazel Ads; had taken up with another woman who was living with him under the name of Mrs. Ads.

When the case came to trial Mr. Ads stated that the furniture belonged to him, that he had paid

for it and that Hazel Ads had no interest in it. The judge of the municipal court rendered a judgment giving Frank Ads the right to possession of the furniture.

Our question is: What recourse, if any, has Hazel Ads upon our company for conversion if there is any conversion?—Reader.

Answer: The higher courts have consistently held that a warehouseman is relieved from liability for conversion, when he delivers goods to the owner as established by the higher court. However, an order given by a lower court frequently is modified or reversed by the higher court. Therefore, in your case it is advisable that your attorney notify Hazel Ads of the intended delivery to Mr. Ads, and request the lower court to await final disposition of the goods until Hazel Ads has opportunity to accept the lower court's decision as final, or appeal to the higher court for modification or reversal.

Of course, the fact that Ads left his wife, Hazel Ads, who was his common law wife, and took up with another woman does not result in the latter being his wife, because the courts have held that a common law wife actually is a legal wife and, therefore, unless Ads secures a legal divorce from Hazel Ads he cannot legally marry, or take another woman as his wife, whether by common law or otherwise.

It is my opinion that if you follow the above advice, you are not liable for conversion, but you must be careful in transacting business with the woman with whom Ads presently lives as, according to many higher court cases, she cannot be considered his legal wife until Ads completes proper and legal proceedings to terminate his existing legal relations with Hazel.

This Month's Important Higher Court Decisions Agent Not Liable

CONSIDERABLE controversy has arisen from time to time regarding the liability of a terminal warehouse company for loss of or damage to goods left in its care by common carriers. It is important to know that while a common carrier is liable practically as an insurer, the warehouse company is liable only if the loss or damage resulted from negligence of its employees.

For illustration, in *Crouse v. Cadwell Transfer and Storage Co.*, 285 N. W. 623, it was disclosed that a fire consumed the motor freight terminal of Des Moines, Iowa, together with its contents. Destroyed, among other things, were six shipments of merchandise which were

temporarily in the terminal in the course of intra-state transit by a certain motor truck freight carrier which also operated a storage warehouse. Suit was filed against the carrier to recover the value of the shipments. The suit was based upon the failure of the common carrier to safely transport and deliver the shipments.

It was contended by the carrier that it was not liable because at the time of the fire the shipments in controversy were not in its possession, but in the possession and control of the motor freight terminal. However, the owner of the destroyed merchandise proved that the motor freight terminal supplied each carrier a separate and individual space in the depot in which were placed the incoming and outgoing shipments of said trucker. For use of the space in the terminal, the service in handling shipments at the terminal and acting as an information center relative to orders and calls from various shippers and receivers to the respective truck companies, the terminal company made a charge to each truck line based upon the weight of the shipments of the carrier which passed through the terminal. Pick-up and delivery charge for service for truck lines was based upon a similar basis or in accordance with a special contract.

Also, the owner of the terminal had authority to sign and receipt bills of lading, accept shipments and place them in the space allotted in the motor freight terminal building and perform for the carrier other acts incidental to the operations. Therefore, the higher court held the terminal company acted as agent for the carrier in taking custody of the goods and keeping the same in the terminal warehouse. This court held the carrier liable for full value of the shipments, without regard to whether the goods were destroyed through negligence of the carrier's employees.

The carrier then sued Mr. Herman, owner of the terminal company, to recover the amount paid as damages to the owner of the shipments. However, the higher court refused to hold Mr. Herman liable, and said:

"There is no claim that the fire and the resulting destruction of the shipments was caused by any negligence on the part of Herman. The duty of an agent to his principal is to exercise reasonable care and diligence in safeguarding the affairs and property entrusted to him by his principal. Ordinarily he is not liable to his principal for property lost without negligence on his part."

Liability Implied

IT is well known that a warehouseman, who accepts goods from the owner for storage, is liable for conversion if the goods

are lost or destroyed as a result of lack of ordinary care on the part of the warehouseman, or his employees. Moreover, a warehouseman who takes possession of goods for the purpose of storing them, and charges for the service, is a paid bailee and automatically assumes the usual liability of a warehouseman.

For illustration, in *Curtis Storage & Transportation Co. v. Rosenberg*, 21 N. E. (2d) 440, Indiana, it was disclosed that a person, named Rosenberg, engaged the Curtis Brothers Transfer Co. to bring his books from New York to Indianapolis. These books consisted of his private library composed of some rare and valuable books, some of them autographed by the author. After the books were transported to Indianapolis, Rosenberg engaged the Curtis Brothers Transfer Co. to store the books for an indefinite period of time, the storage to be paid at the time the books were removed from storage. A warehouse receipt was given Rosenberg. Shortly thereafter the Curtis Storage and Transportation Co. took over the business of the Curtis Brothers Transfer Co. Within a few days, the manager of the Curtis Storage and Transportation Co. arranged with Rosenberg to keep the books in storage. About 1 yr. later Rosenberg demanded his books and offered to pay the storage and other charges but the warehouseman failed and refused to deliver said books. There was evidence that the books were worth as much as \$2,000.

Rosenberg sued the warehouseman and recovered a judgment for \$1,646.50. The warehouseman appealed to the higher court on the contention that it was not liable as a warehouseman because it had not originally accepted the books for storage. However, since the warehouseman took possession of the books from the Curtis Brothers Transfer Co. and for the purpose of storing the same the higher court upheld the lower court's verdict, and said:

"We think the jury was fully warranted from the evidence that the Curtis Storage and Transfer Co. by virtue of its own agreement with the appellee (Rosenberg) had possession of those books as bailee for hire and that it failed and refused to deliver the same."

On the other hand, the court will not imply liability on the part of a warehouseman, if the owner fails to prove that the warehouseman accepted the goods for storage and intended to charge for his service.

For illustration, in *Troxler v. Bevil*, 3 S. E. (2d) 8, North Carolina, the court refused to hold a bailor liable for theft of a valuable article because the owner failed to

prove that the bailor had agreed to store the article. This court said:

"The burden was on the plaintiff (owner) to show the contract of bailment, whether express or implied, by competent evidence."

Not Interstate Commerce

IT is well established that neither state, county, or city may tax interstate business. Generally speaking, a shipment of merchandise from one state to a purchaser in another state is interstate business, but this rule of law is not applicable if a person in one state sells to another in the same state although the goods are shipped from another state.

For illustration, in *Graybar, Inc., v. Curry, Com'r. of Revenue, et al.*, 189 So. 186, Alabama, it was disclosed that a state statute imposed a license tax on retail dealers measured by gross receipts. A retail dealer received orders for goods which were not stocked in the dealer's warehouse in Alabama but which were stocked in his warehouse outside of the state. He ordered the goods shipped direct to the Alabama customers from this warehouse outside of the state, and the legal question presented the court was whether the retail dealer could be compelled to pay the state license tax. In holding the dealer liable, the higher court said:

"The sales were Alabama sales. The means by which, and the place from which, the complainant (dealer) obtained the goods to fulfill its contract were but incidents in the transaction, and cannot serve to change the status of the transactions. The customers had no dealings with the nonresident manufacturers. . . . It is not within the power of the parties by the form of their contract to convert what was exclusively a local business, subject to state control, into an interstate commerce business, protected by the commerce clause."

Independent Contractor Not Liable

AN independent contractor is one who may receive compensation for his services, but the employer can have no control over him during the time the services are being rendered, or the independent contractor rule is not applicable.

For instance, in *Rice v. Builders Material Co.*, 2 S. E. (2d) 527, West Virginia, it was shown that a person named Jones purchased a motor truck. Afterward he entered into a contract with a corporation for the delivery of material under which the compensation for haulage to be paid by the corporation was to be adjustable on a zoning basis. Jones engaged a driver and agreed that after gasoline and oil were paid for out of the receipts under the haulage contract, the driver should receive 40 per cent of the amount of such proceeds remaining.

While the driver was delivering merchandise for the corporation an accident occurred causing serious injuries to the occupant of another automobile. The injured person sued the corporation for damages, but the higher court refused to hold the corporation liable, and said:

"We are of the opinion that the evidence clearly preponderates in establishing that Hubert Jones was an independent contractor under whom Jack King (driver) served."

Compensation Claim Disallowed

SELDOM do the higher courts award compensation to dependents of an employee who commits suicide.

For instance, in *Gardner v. Arkansas Warehouse Co.*, 80 Pac. (2d) 1066, Kansas, the evidence shows that the warehouse company is a licensed common carrier engaged in the transportation of goods by trucks. Gardner was one of its truck drivers.

On Feb. 7, the weather was very cold and there was considerable snow in southern Kansas. In the middle of that afternoon, Gardner's truck skidded into a roadside ditch. Gardner in an effort to get it back on the road shoveled the snow from about the truck. That effort was unsuccessful, but in the course of it Gardner froze his ears, fingers, cheeks, and also his feet to some extent. About 6 o'clock that evening the truck was gotten back on the highway, and Gardner spent the night at a hotel. The next morning he drove the truck home to the warehouse.

After the incident just stated, Gardner continued his accustomed work of driving his truck back and forth on his regular route every day for one week. His working hours were long. He was on duty 93 2/3 hours during the last week of his life, which averaged 13 hrs., 23 minutes per day.

On Feb. 13, the axle of Gardner's truck broke. It was another cold day. In his efforts about the truck Gardner again froze his fingers. He was obliged to stay with the truck all the long cold afternoon to protect its contents. After a mechanic had arrived and fixed the truck Gardner drove it to the warehouse and the next morning he shot and killed himself.

Gardner's wife filed application for compensation under the usual state compensation laws. But the higher court refused to allow her any compensation, although a large amount of testimony was given tending to prove that long working hours, and the unfortunate accidents influenced Gardner to commit suicide.

Motor TRANSPORTATION

Keeshin Survey in China for Service

The Chicago Journal of Commerce stated Aug. 9 that arrangements had been made whereby J. L. Keeshin and other officials of his motor trucking organization will take over supervision and direction of highway transportation in China.

The Chinese Government, utilizing the \$25,000,000 credit obtained some months ago at Washington and assigned to the Universal Trucking Corp., which was organized to handle purchases against this credit, has concluded contracts, it was reported, for a total of 6,000 motor trucks, with the orders going to General Motors, Dodge division of Chrysler and International Harvester.

The story further states that Maurice Sheahan, vice-president and treasurer of the Keeshin Freight Lines, Inc., arranged to leave for Hong Kong on the China Clipper, departing from San Francisco, Aug. 16. Mr. Sheahan will, it is asserted, make a survey of Chinese highway transportation problems, following which it is intended to arrange for development of a motor transportation system operating along typical American lines.

Railway facilities cut off by the Japanese invasion have made necessary this move on the part of the Chinese Government. New motor highways have been established from Rangoon, India, and Haiphong, French Indo China, leading into the hinterland territory still under Chinese control. Congestion of cargo at Haiphong intended for Chinese use has been terrific. The orders given for American trucks are expected to break this traffic glut.

Pa. Rails and Trucks Agree on Oil Rates

Ninety per cent of the rail carriers and oil truckers in Pennsylvania, represented in a conference held in Harrisburg recently, agreed that minimum rates should be presented to the Public Utility Commission.

A tentative rate schedule was submitted by oil tank truckers and turned over to the chief counsel for the Commission for study and discussion at a hearing slated for Oct. 5.

The rate schedule applies to 28 points of origin and 450 points of destination within the state. Truckers have asked for extra time to consider broadening the rates to additional points. Harold S. Shertz, Philadelphia general counsel for the Pennsylvania Motor Truck Assn., appeared before the Commission for the tank truck operators, G. K. Bard, former Public Utility Commissioner and former attorney general, appeared for the Petroleum Transport Co., Lancaster. H. Z. Maxwell of the Pennsylvania Railroad, was an observer for the rail carriers.—Lansing.

Less-Truck Rates Cancelled by I.C.C.

The I.C.C. on reconsideration of its original order in I and S M-247, on Aug 8 upheld a decision finding the proposed truckload and less-truck proportional rates on all freight between Chicago and Wisconsin, Illinois and Indiana points, and between certain Indiana origins and forwarding points, to be unlawful and ordered the charges cancelled.

The proceeding, originally brought by the I.C.C. on its own motion without complaint, was reopened on petition of consolidators and forwarders as to the finding concerning less-truck rates.

These proposed through proportional charges on less-truck shipments to forwarding points, the same as on truck load shipments beyond, were established principally for the benefit of the forwarders and to help truckers expedite handling of traffic, the Commission stated. Except when used by very large shippers, they are rates to be charged only to forwarders, not shippers, and do not come within the definition of a proportional rate, the decision stated.

They are also entirely dissimilar from rates considered in cases cited by the respondents, the I.C.C. ruled, which permitted cotton to be shipped in less-carload quantities to assembly points and beyond at the same rates, because there is no showing that transit is essential or appropriate to the orderly transportation and marketing of the involved commodities.

The decision further stated: "It seems clear . . . these rates constitute a device whereby forwarders and possibly a few very large ship-

pers can avail themselves of rates lower than charged other shippers under substantially similar circumstances and conditions, in violation of section 216 (d) of the motor carrier act."

While the charges would aid truckers to expedite service, "obviously our action cannot be determined by considerations of more expediency and utility," the Commission concluded. Chairman Joseph B. Eastman and Commissioner Charles D. Mahaffie dissented.

Phila. Truck Zone Named by I.C.C.

A Philadelphia commercial zone for trucks has been established by the Interstate Commerce Commission. Truckers within the zone will be exempt from all provisions of the Motor Carriers' Act, except safety regulations, even though the trucks are operated in interstate transportation.

The commercial zone is more limited in size than had been asked by Philadelphia commercial traffic managers, who wanted the so-called Philadelphia trading area (which embraces territory in Pennsylvania, Delaware and New Jersey within a radius of 35 miles from Philadelphia City Hall) to be designated by the Commission.

The zone, as now established, includes: Philadelphia, Bensalem, Lower Southampton, Conshohocken, West Conshohocken, Lower Moreland, Abington, Cheltenham, Springfield, Whitmarsh, Lower Merion and Haverford, all in Pennsylvania; Camden, Gloucester City, Woodlynne, Merchantville, Palmyra and Pensauken, all in New Jersey, as well as Chester, Pa., and the more densely populated districts between Philadelphia and Chester along the Delaware River.—Lansing.

New Barge-Truck Rates Out of N. Orleans

A new service opened new trade territory to shippers in the New Orleans area on July 19 when new barge-truck rates via Apalachicola, Fla., to and from points in Florida and Georgia went into effect.

The rates, published by the Coast Transportation Co. and the W. R. Maxwell truck service of Apalachicola, apply on general commodities. They were protested by both rail

and truck carriers as unreasonably low for New Orleans for water-truck service, but the I.C.C. refused to suspend them. The Commission also refused to suspend rates of the Coast Transportation Co. and the Acme freight lines via Mobile to points in Alabama and Georgia, which were likewise protested by truck carriers.

The rates, together with the service furnished via Coast Transportation barge in connection with the certificated truck line in Apalachicola and the through bill of lading is expected to afford New Orleans shippers an opportunity to increase shipments to that territory.—*Drown.*

Sunset and System Traffic Agreement

The Sunset Motor Lines, Inc., with offices at San Angelo, Texas, has entered into a traffic agreement with the System Freight Service, headquarters in Los Angeles. The former company was formed by the recent consolidation of the Brady Freight Lines and the Sunset Truck Lines, and operates from Houston through San Antonio and San Angelo to El Paso, 920 miles, on a one-haul basis. Where much hauling had been over various times heretofore in the Los Angeles-San Angelo area, the new working connection with the System Freight Service will provide a one-interchange tie-up which reduces the time in transit by at least a day, W. B. Bradley, secretary-treasurer of the Sunset Lines, said.

The new combination also provides a three-line service between Dallas, Fort Worth, San Antonio, San Angelo, El Paso and Los Angeles, more than 2,000 miles.—*Hornaday.*

Higher Scale in Syracuse Strike Settlement

New over-the-road contracts were signed Aug. 4 in Syracuse N. Y., as a result of union demands for a new wage scale and a threatened statewide strike. The new contracts are retroactive to midnight, July 31. The new scale provides a rate of 76 cents per hour this year, 78 cents per hour next year, and 80 cents per hour the following year with 60 accumulative hours per week and time and one-half over 60 hrs. The old contracts were at the rate of 76 cents per hour and 60 accumulative hours per week with time and one-half over 60 hrs. All cities in upstate New York with the exception of Albany are affected.

The truck drivers and dock workers Local 292 in Syracuse is an A. F. of L. affiliate and it is with this local that the Syracuse oper-

ators negotiated their contracts. The strike threat had nothing to do with warehousemen since the latter operate under a different contract with the union which is also affiliated with the A. F. of L. The over-the-road operators have two contracts, one for local drivers and dock workers and the other for over-the-road truck drivers.

Both of the old contracts expired at midnight, July 31. Contracts covering local pick-up drivers and dock workers were scheduled to be acted on near the end of August. Any changes will be retroactive to July 31, midnight.

Texas Rail Petition Would Cripple Trucks

The petition filed July 31 by the Texas railroads is designed to cripple truck operators by endangering their operating rights with new rules. The latest barrage by the railroads was in the form of a petition seeking to have the Railroad Commission of Texas definitely prescribe the size, weight and number of packages, boxes, bales, and barrels or property which may be hauled by motor truck, trailer or semi-trailer over the highways of Texas.

Inference is made in the petition that all operators are violating the 7,000-lb. law and the rules sought would virtually force the motor carriers off the highway, should they violate the load limit, if it is prescribed as a part of the rules and regulations of the Commission.

Motor carrier interests were inclined to look upon the latest move of the railroads as possibly the first major one of a series designed to cripple the movement of commerce over the highways. Some observers pointed to the loss of the recent legislative battle to have the load limit increased, as a minor affair should the fight be lost to the rails on the above petition.

The petition uses as a subterfuge the names of the three rail-owned motor carriers, in making the assertion that "certain motor carriers" favor the adoption of the rules and regulations sought by the motor carrier competition.

The Texas Supreme Court has previously declared unconstitutional a law passed by the legislature prescribing and limiting the number of bales of cotton to be moved by one motor truck.

Rules Against \$15 Fee in Conn.

Attorney General F. A. Pallotti ruled Aug. 3 on the proposed plan of the Public Utilities Commission to levy fees of \$15 on local operators. Under the plan small companies operating within city limits

and in designated local zones would pay this additional registration and marker fee.

It was pointed out by the Commission that there was a question whether an act of the 1939 Legislature cancelled exemptions granted to these contract carriers under previous laws. They were removed from the Commission's jurisdiction by laws of 1935 and 1937 and consequently did not have to pay the \$10 registration fee and \$5 marker fee. The 1939 law specifically places these companies under the Commission's jurisdiction and regulations as to safety, equipment, financial responsibility and insurance.

In his opinion of Aug. 3 the attorney general said the Commission has no right to impose a \$15 registration and marker fee. These local carriers, operating within specific limits exempted from the jurisdiction of the Commission under the 1935 and 1937 acts, are not brought under its control in respect to rates and charges by the act of the 1939 General Assembly.—*Pratt.*

G. & H. Absorbed by Brown

The Texas Railroad Commission and the Interstate Commerce Commission have approved the purchase by Brown Express, Inc., of the G. & H. Motor Freight Lines, it is announced by Harry Brown, president of the purchasing company. The acquired lines operate between San Antonio and Dallas, 278 miles, and between those cities and Fort Worth. The general offices of Brown Express, Inc., are in San Antonio. It has confined its services to South Texas in the past. It will now serve the active Dallas and Fort Worth markets as well as intermediate points to San Antonio, Corpus Christi, Laredo and all points in the Rio Grande Valley.—*Hornaday.*

Wage Increase for Wilson Drivers

A new contract signed July 20 settled a 1-day strike of 26 drivers and dockmen of the Wilson Storage and Transfer Co., Sioux Falls, S. D. The contract calls for an increase in wages from 45 cents to 52½ cents per hour, a 40-hr. weekly guarantee and no closed shop. The 40-hr. guarantee means that the 26 men will receive wages for a minimum of 40 hrs. work each week.

The closed shop provision was not included. William Wilson, president of the company, opposed the closed shop proposal. The previous contract, it is stated, carried a modified closed shop clause. The agreement will remain in effect until Oct. 31, 1940.

Oklahoma-Kansas Reciprocity

Kansas trucks hereafter will be permitted to make occasional use of Oklahoma highways without obtaining Oklahoma tags and permits, it was announced recently following a conference in Topeka between Governor Leon C. Phillips, of Oklahoma, and Governor Payne Ratner, of Kansas.

While Kansas has required Oklahoma truckers to pay only the regular ton-mile tax for use of Kansas highways, Oklahoma, in the past, has required Kansas truckers to obtain tags and permits in addition to the ton-mile tax.—*Van Horn.*

Texas "Restricted Highway" Order in Effect

The Texas Railroad Commission's order banning certain types of commercial trucking from five principal highways in the state on Sundays and holidays became effective Aug. 5. Notwithstanding announcements that the legal departments of the freight lines had found some loopholes and the suggestions that the Commission had exceeded its authority, the report from Austin indicated that the ruling was complied with.

The ban applies only to trucks operating under permits issued by the Commission to common carriers and special commodity trucks. The Commission has a right to revoke the permits for a violation of its rules. While the attorneys for some of the lines gave an opinion that a truck could carry one crate of perishables and be exempt from the ruling, a hint came from Austin that such actions would cause immediate revocation of the truck's permit. None of the operators were inclined to attempt this evasion.

The dispatcher of a big company in Dallas stated that the order affected sixteen trucks of his company. Eleven big Dallas companies were affected by the order. Trucks that would have been well on their way by 10:30 p. m. Sunday were held until that time to leave their terminals.

The Texas Motor Transportation Assn., which represents most of the truck lines operating in the state, was scheduled to consider the order at a meeting of its board of directors in Austin on Aug. 12.—*Smith.*

Long and Short Haul Trucking Operations

Wide contrasts are shown in motor trucking operations, with most truck runs relatively short, but major mileages returned by trucks in long-haul duty, according

to the Automobile Manufacturers Assn.

Local service accounts for a high percentage of motor truck trips, as shown by sample studies in eleven states, based on road use interviews sponsored by the U. S. Bureau of Public Roads in state-wide highway planning surveys. These studies show that more than 80 per cent of all one-way truck trips extended less than 20 miles. Also, they accounted for less than 34 per cent of the total truck mileage reported.

By contrast, only 6.4 per cent of all trips recorded were 50 to 500 miles in length, but they accounted for 41.2 per cent of total vehicle mileage. Large proportions of livestock, fruit and vegetable shipments are sent over the highway by direct shipment on long hauls, because of their perishable character.

Pointing to distribution of goods and services from urban centers as the basis of most short-run truck operation, the study shows the average one-way trip originating in urban places to have been 26 miles in length, whereas the average trip originating in rural places was less than 13 miles.

Road use investigations in seven of the eleven states showed more than 60 per cent of the trips to be intrastate. In eight states out of the eleven less than four per cent of all trips extended across the borders of two or more states.

Action by Governor on St. Louis Trouble

It is expected that Governor Stark will intervene in the truck license situation at St. Louis which has stopped truck operation, caused arrests and in general tied up business. Arrests have been made under a provision of the law, heretofore unenforced for the 8 yrs. of its existence, which requires that all motor common carriers obtain Public Service Commission permits at fees ranging from \$25 to \$500 annually per truck, depending on the truck's size. As a result, many motor carriers have discontinued operations pending a settlement rather than risk further arrests.

The Commission has threatened to include some 1,500 local cartage carriers and the latter, taking the attitude that they are exempt from such a tax, are prepared to file suit in the Cole County Circuit Court to ask for an interpretation of the P.S.C. statute's provisions dealing with licensing of interstate carriers and those which confine their operations to a single city and its suburbs.

Kansas City business leaders joined with those from St. Louis in a conference with Governor Stark

in which they stressed the adverse effect on business. The Kansas City business men were particularly anxious to prevent a spread of the license enforcement to their city.

New Wis. Laws

A number of trucking measures have been approved by the Wisconsin legislature. Bill No. 360, S, which requires trucks and trailers parked on highways at night to post lights or flares both in front and rear as well as the extreme left side, became effective July 31 with its official publication.

The Trego bill, No. 396, A, which provides that if a truck operating under special permit and mileage tax provisions is disposed of and replaced by another before completion of the 1,000 miles, the uncharged portion of the tax paid shall be credited to the new truck, was approved Aug. 1.

The same day saw the approval of another Trego measure, No. 448, A, which credits quarterly truck taxes paid on a replaced truck against such taxes on a replacement vehicle.

Also approved were the Youngblood bill, No. 655, A, and the Trego bill, No. 932, A. The former provides that where motor vehicles are operated in excess of the licensed gross weight, such vehicles shall be re-registered at the increased weight without a forfeiture of the original license, while the latter relates to the licensing and regulation of itinerant merchants and truck peddlers.—*W. T. N. B.*

Federal Regulation of Forwarding Companies

A subcommittee of the Senate Interstate Commerce Committee, on a Senate-authorized investigation of the need for Federal regulation of forwarding companies, will conduct hearings early in December. The recess hearings are expected to be completed before Congress reconvenes in 1940, thus paving the way for early action on regulatory legislation.

Purpose of the study will be to determine the possibility of improving methods of handling forwarding and carloading companies' traffic in the interest of economy and of better service to the public.

The subcommittee is composed of Senators Burton K. Wheeler, Democrat of Montana, chairman of the full committee; Clyde M. Reed, Republican of Kansas, co-author with Senator Wheeler of the resolution authorizing the study, and Lister Hill, Democrat of Alabama. Both Senators Wheeler and Reed have consistently advocated a law to regulate forwarders.—*Manning.*

NEW PRODUCTS

New Platform Lift Truck

ESPECIALLY designed for handling cases for bottles and cartons in warehouses, and for shipping and receiving use, is the Platform Lift Truck, another recently improved product of the manufacturer, in addition to the balance truck and the faster heavy-duty truck.



A practical feature of the Platform Lift Truck is the handle, tongue and wheel assembly, easily slipped under the front of the platform into the pivot socket. Lowering the handle to natural pulling position raises the platform and load, ready to move. This platform truck rolls and guides easily, and stands solidly as a stacking platform. Manufactured by Self-Lifting Piano Truck Co., Findlay, Ohio. *DandW.*

New Barrett Floor Truck

A NEW type floor truck which, it is claimed by the manufacturer, has several unique design and construction features, has been introduced.

The truck has a hardwood deck, bound with high carbon-steel angles, to prevent splintering and cracking at the edges. Semi-steel wheels are of wider than usual width to provide greater bearing area and for protection to floors. An additional feature is that the brackets supporting the push-bar can be readily



removed to permit installation of a box, rack or shelf-type sub-structure should conversion become desirable.

The truck is ruggedly reinforced, the front wheels being particularly well mounted to provide easy turning, and withstand the stresses of overloading.

The load capacity has also been increased as a result of this type of construction.

Information and engineering data available upon request. Manufactured by Barrett-Cravens Co., 3255 W. 30th St., Chicago, Ill. *DandW.*

WHERE TO BUY

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Gerstenslager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

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& E-Z ROLL WHEELS**

Save Money. Save Floors. Save Time. Save Equipment. Save Effort. Save Temper. All these advantages are yours when you install Darnell Double Ball Bearing Casters and E-Z Roll Wheels. Write today for 192 Page Free Darnell Manual.

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Save time and labor handling bags, boxes, crates, hampers, etc. "Portables" carry in either direction, are sturdily built for tough service. Four standard sizes all easily moved by one man. Write for demonstration.

Portable Machinery Division, A. B. FARQUHAR CO., LTD.

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CHICAGO, ILL.

502 Duke St., York, Pa.

180 Clifton Ave.
CLIFTON, N. J.

COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

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The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

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White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)



IRON HORSE

Furniture Pads

Diagonal Square Stitch Adds Strength!

- Longer Wear — Greater Strength...at NO EXTRA COST.
- Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

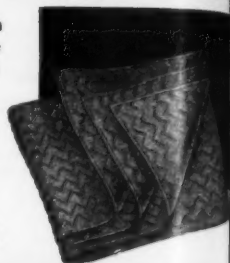
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The largest institutions are generally the largest advertisers — advertising made them large.

DON'T TAKE CHANCES

Use Pioneer Pads for safe, certain delivery—for freedom from damage—and consequent greater profit on every load you haul. Pioneer Pads are made of new cotton and jute—covered with heavy cotton drill and zig zag stitched to prevent slipping and packing. Available for all types of vans and pieces of furniture. Write for complete Pioneer Pads price list today!



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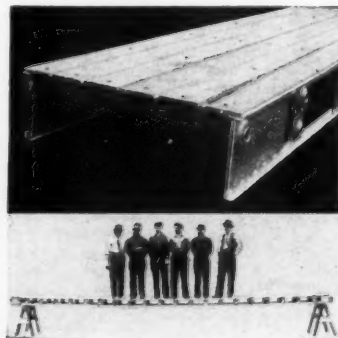
LOUISVILLE BEDDING CO. INCORPORATED LOUISVILLE, KY.

A New Aluminum Stage

MADE in various lengths from 8 ft. to 25 ft., and width from 12 to 24 in., a new Aluminum stage has been placed on the market.

Aluminum stages are ideal for use in cleaning, painting, repairing walls and ceilings; bridging across tanks; maintenance work in factories; building operations, and, in fact, any place where it is necessary to support men working off ground level. Guard rails can be supplied for one or both sides, if desired.

The new Aluminum stage is much stronger than a wood stage of the same specifications. The 25 ft. stage illustrated is supporting a load of 1,055 lbs., yet the deflection is scarcely noticeable. Aluminum stages remain as strong after years of



service as on the day they are bought, for they do not rust, rot or deteriorate in any way.

The stages are made in various weights for various capacities, and are amazingly light for the load they will support. The stage illustrated is 25 ft. long and 2 ft. wide, yet weighs only 118 lbs. Because of their light weight, Aluminum stages are easily moved from place to place, and the danger of strain or rupture is greatly lessened.

All parts of the new stage are completely bolted and riveted together, including the wood covering, as can be seen from the end view of the stage shown at the top of the cut. Because there are no nails to work out, there is no danger of men tripping and falling while using the stage. The wood is of the best quality obtainable, and is free of knots. These features, together with their remarkable strength and durability, make Aluminum stages among the safest on the market. Complete information will be supplied upon request. Manufactured by Aluminum Ladder Co., Tarentum, Pa. DandW.

PADS (Kersey)

Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)

Haven Quilt & Pad Co., 80-86 Franklin St., New Haven Conn.

PAPER (Moth Proofing)

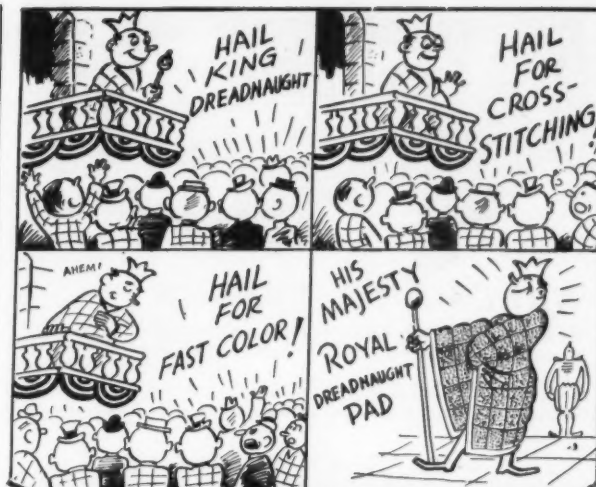
White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

PIANO DERRICKS AND TRUCKS

Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)



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The BB-10 is practically dustless. Ventilation has been improved to obtain a cool operating unit.

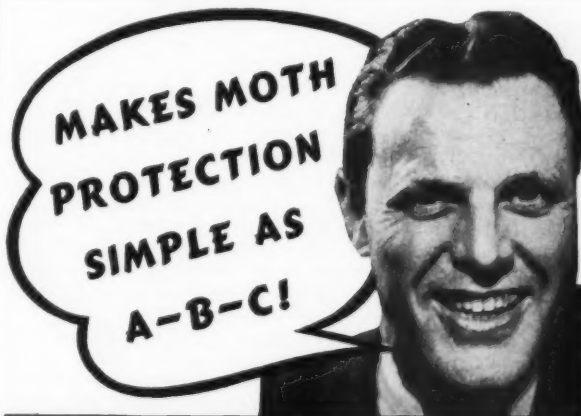
Belt change is expedited by the new lever control. Correct tension on the belt at the new high speed is maintained automatically in this new model. A silent chain drive delivers more power to the point of work, and provides a quiet running machine.

Take-About Sander-Grinders are used on a variety of materials: wood, metal, stone, glass, plastic materials, etc., for manufacturing, finishing, maintenance and repairing operations. Manufactured by Porter-Cable Machine Co., Syracuse, N. Y. Dand W.

Griptite Cement

THERE has been long need for a cement which will stick to many different kinds of material, including rubber to metals. Such a cement has been developed and is available in all sized packages from 1 oz. to 55 gals.

This product, which is called Griptite cement, is easily applied, will withstand any climatic conditions, and is absolutely waterproof. Griptite is made from a combination of rubber, selected gums and chemicals. The result is a cement



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Belleville Turnpike

Kearny, N. J.



HAMILTON TRUCKS

WAREHOUSE TRUCKS

WANTED: Manufacturers' Agents.
Some attractive territories open. Write for details.

HAMILTON CASTER & MFG. CO., Dept. D, Hamilton, Ohio

CASTERS

WHEELS
Industrial Casters
Swivel or Rigid
Single or Double Wheel

PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

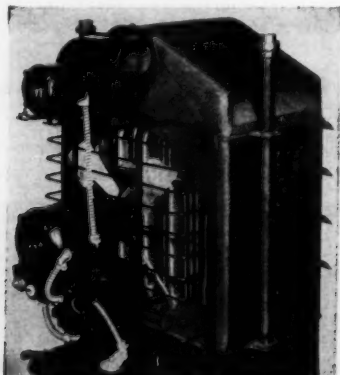
Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

which welds rubber to metal, anti-squeaks to metal, rubber to enamelled metal, felt to metal, blue wadding to metal, cardboard to metal, and linoleum to metal and concrete. Manufactured by St. Louis Rubber Cement Co., 3948-52 West Pine St., St. Louis, Mo. DandW.

Gas-Fired Unit Heater

A NEW series of 5 gas-fired unit heaters is announced, ranging in capacities from 85,000 to 200,000 B.t.u. per hour, equipped with automatic flues for venting products of combustion from interiors of buildings. These heaters employ natural or manufactured gas for fuel, and are applicable for many types of buildings such as stores, garages and manufacturing plants of all kinds.

The automatic flue consists of a motor and blower connected so that when the heater commences to operate, the flue automatically carries the products of combustion through pipe and wall to the outside. The assembly includes a safety pilot which turns off the gas as the pilot goes out or burns too low to



insure ignition. In addition to heating, these unit heaters may be used for other purposes such as ventilating, cooling and drying.

Operation and construction of these new unit heaters is simple. The unit is suspended from the ceiling. The gas goes into a combustion chamber, the products of combustion pass upward into a bank of tubes, and then are automatically carried outside. Air is passed around these tubes by means of a motor-driven fan located on the back of the unit.

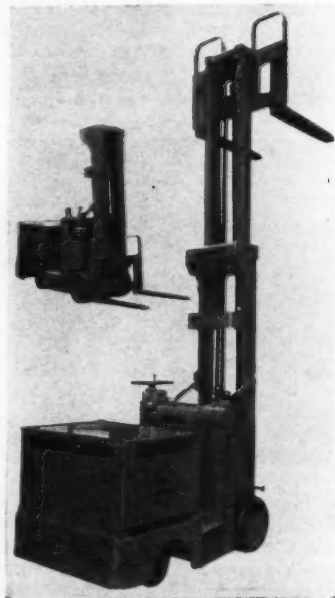
Complete information, literature and prices sent on request. Manufactured by Automatic Gas-Steam Radiator Co., 180 Brush Ave., Pittsburgh, Pa. DandW.

Elwell-Parker F-16 New Model Truck

A NEW, compactly built model truck of the central control fork type is the Elwell-Parker F-16, rated 6,000 lbs.

The F-16 is built either as a telescoping or non-telescoping truck for inside car work or high tiering of pallet loads in warehouses. It may be fitted with a fork of 2 prongs to be thrust beneath metal or wood load-carrying pallets, or with a single or double ram for insertion in coils or circular ring type packages or unit loads. Forks and rams are made of various lengths to accommodate loads.

The operator's station affords him unobstructed vision of the fork tips when load is being picked up or placed, and contributes more to his safety without increasing the importance



turning radius as when similarly adequate protection is provided by a structure behind operator at the rear of the truck.

The frame is a box-like formed plate all-welded structure with fixed full floating axle and non-steered wheels fitted with solid rubber tires. Enclosed drive motor is mounted on axle driving through spiral and spur gears on anti-friction bearings, all carried and adjusted in differential pot cover.

The new type of trail or rear axle carries frame on a spring system which provides for a third-point support which assures floor contact not only for the 2 trail wheels, but for the 2 drive wheels ahead, and simultaneously provides against side and from strains. The trail axle wheels, each fitted with solid rubber tires, are steered at sharp angles rotating the rear end of truck about one or the other drive wheel.

The fork carriage hoist and upright or mast tilt units are

heaters and cooling means of the operator. The former lifts fork carriage means of heavy double spocket chains, while the latter rocks uprights backward by means of 2 toothed racks for safety load when traveling and forward for load pick-up on uneven ground. Trail axle is steered by horizontal back-geared hand wheel. Travel hoist and tilt controllers are enclosed and mounted on dash convenient to operator. Operator's comfort considered in that pedals are covered with pebble-top hard rubber faced sponge rubber pads. Truck may be fitted with interchangeable lead or alkaline battery, or gas-electric unit power source.

The F-16 truck is of compact design and has perfect balance, yet all parts are readily accessible, and counterweighting has been kept to a minimum to provide for operation on elevators. Manufactured by Elwell-Parker Electric Co., Cleveland, Ohio. DandW.

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Simplified Practice Recommendation in Steel Barrels and Drums

THE Division of Simplified Practice of the National Bureau of Standards, Washington, D. C., has announced that Simplified Practice Recommendation R20-28, Steel Barrels and Drums, has been affirmed again without change by the Standing Committee of the industry.

This recommendation, which covers a simplified list of standard stock types and sizes (capacities) of steel barrels and drums, became effective in its original form in 1925. It was revised in 1927, and reaffirmed in 1929, 1931, 1935 and 1937.

Copies of this recommendation may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for 5 cents each.



Speedy HANDLING WITH Safety

Pianos, Refrigerators and all kind of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

TRUCKS (Hand)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

TRUCKS (Refrigerator)

Self-Lifting Piano Truck Co., Findlay, Ohio.

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.
(See advertisement elsewhere in this issue.)

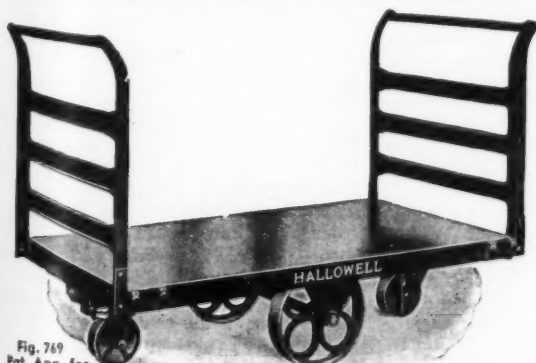
Steel Construction

of

**"HALLOWELL"
FLOOR TRUCKS**

keeps

Maintenance Cost at Rock Bottom

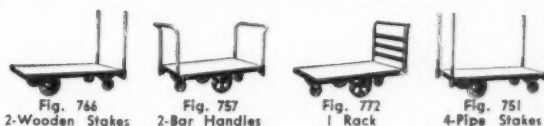


STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
DETROIT
INDIANAPOLIS

JENKINTOWN, PENNA.
Box 560

BRANCHES
CHICAGO
ST. LOUIS
SAN FRANCISCO



Long, trouble free service depends on every part of a floor truck being made strong and sturdy as possible. "Hallowell" Trucks are that way . . . that's the reason so many Terminals, Warehouses, Trucking Companies and others are replacing their present trucks with "Hallowell" Trucks.

Platforms are of a single piece of heavy steel plate that can take the bangs and jars of heavy loads without splintering. Joints are welded. Wheels are designed to run smoothly and easily . . . without wearing unevenly.

Many styles available to meet your exact needs. Send the coupon below for descriptive bulletin.

Send me your bulletin on "HALLOWELL" Steel Trucks

Mr. Title

Firm

Address

D.W. 9-39

The Institute Baby's First Birthday

(Continued from page 10)

clubs or similar organizations may hold public examinations in traffic management, and issue certificates of fitness for various grades—as, for instance: Director of Traffic; Senior Traffic Manager; Junior Traffic Manager; and Traffic Clerk, etc.”

A terrible admission on the part of the secretary of the A.T.C., for by their holding in abeyance the institute subject,

1—They in actions, if not in words, denied the recommendation of the Secretary of Commerce.

2—They in actions, if not in words, as much as said we are not interested in assisting business executives in finding or obtaining the services of real traffic managers, instead of supposed to be or just shipping clerks, or in protecting real traffic managers from those who claim to be traffic managers, but are not.

3—They in actions, if not in words, have said we are not interested in raising the standard of the profession, even though they have published lists of text books which most traffic managers and students cannot afford to buy. They would have to subscribe for two or three correspondence courses in order to obtain the recommended manuals and some of the recommended texts are not up-to-date, also, it is a recognized fact that all too large a number will not study even to become more efficient or to raise the standard of the profession, if it is not necessary to do so or they can get by.

The writer feels urged to say, truth and nothing but the truth has been said by one who for over 30 yrs. has been engaged in transportation and traffic management. He has witnessed, or at least heard of the birth, death, and resurrection of the institute baby and is recommending the title, “The Institute Baby's First Birthday,” as most proper for this article. He can obtain an abundant supply of evidence that there are traffic managers in all sections of the country, in every rate or classification territory, that are in complete agreement with him. I urge all traffic managers to not only copy, ponder over, and thoroughly digest the following statement, but to pass it on—that is, if they are interested in a real professional status for traffic management, such as was recommended by the traffic manager of a chemical company 11 yrs. ago:

“A real professional program will

1—Protect the Public.

2—Protect the members of the profession.

3—Raise the standard of the profession.

4—Have stated requirements, so that those who want to receive certification, or prepare for the same will know what preparation is required.”

The C.P.A. designation protects the public and the members of the profession. The standard of the accountancy profession was raised when state legislative recognition was obtained. Any one who wishes to prepare for the C.P.A. examination will have little trouble finding out what preparation is needed.

A bookkeeper knows better than to call himself a certified public accountant. A second-year medical student knows better than to add the M.D. after his name.

When will traffic managers, real traffic managers, have sense enough to know that it can be made impossible for shipping clerks to call themselves certified traffic managers, or add C.T.M. after their names?

Here is where the writer, as they say, “gets told”:

“I greatly appreciated your earnestness when I read your first article in *DandW*, as well as the article published in the *Traffic World* of April 23, 1938, but when

you cited the C.L.U. and C.P.M. designations and then added,

“It is known to all business men that this condition does not exist in the profession of accountancy, for he that conferreth upon himself the C.P.A. degree is in line for the courtroom and a fine,” I felt it my duty to tell you that the C.L.U. and C.P.M. designations compared with the C.P.A. in value was 5 cents against \$100, and that the C.P.A. was in a different class entirely. The reason for this difference is that the accountants obtained legislative recognition.

“I was sure that you would investigate the matter, and when I read your article, ‘Let's look at the big Ten Professions, in the April issue of the *DandW*, I said, ‘He's investigated’ and discovered that a national diploma organization conferring high sounding titles will not offer real

1—Protection to the public.

2—Protection to the members of the profession.

“Any program for the professionalization of traffic management that does not offer this two-fold protection, should not only be held in abeyance, but should be dismissed as unworthy for a profession that is worthy of the best.

“You and *DandW* are keeping the flood at flood stage.

“Who started the flood of approval for a professional organization for traffic management? The September 1938 Issue of *DandW*.”

If more proof is needed, additional evidence is before me. I have endeavored to the best of my ability to comply with the instructions of traffic managers, to give credit to whom credit is due. Surely all must admit that the fact that a national journal has allowed space for propagative articles and letters in every issue since September, 1938, is an event worthy of celebration. For without such a national clearing house and medium of propagation, years would have been required to accomplish what has been done in 1 yr.

Two letters received recently contain the following statements:

“As a member of the Associated Traffic Clubs of America, I deeply regret that the chairman of the educational committee of this organization failed to give credit to the state and city keymen. Our spokesman is well-known and he knows most if not all traffic managers in the state by their first names. Although he is a very busy man, he has given much time to the work and the published reports of our state society is proof that ‘Where there is a will there is a way.’

“Your August *DandW* article as well as the report of the San Francisco Convention were discussed at our last meeting. The following statement from the report was thoroughly discussed (another danger that must be avoided is that of getting into the hands of some group that might use the institute for selfish purposes). We consider the state council or association legislative recognition program the best preventative against selfish interest, or groups rule, even a high and mighty dignified group, who can anoint their chosen few. We are also of the opinion that ‘People who live in glass houses should not throw stones.’”

The above statements were included because they come from states where state and city keymen have organized state councils. Regarding the work of these keymen, ample evidence is at hand to prove that they do not believe in holding the institute program in abeyance or in waiting to ascertain if the traffic profession is ready for a professional organization. They are making the profession ready.

The writer agrees with the statement found in the recent San Francisco report, “That there should be no conflict between the proposed institute and present organizations.” The present organizations have their

(Concluded on page 71)

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1880 Nearly Sixty Years of Honorable Service 1899

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Transfer & Warehouse Co.

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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

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Fireproof Warehouse
Household Goods and Merchandise
Pool Car Distribution
Member: A.W.A. & M.W.A.

MOBILE, ALA.

Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
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Southern Railroads. Pan Atlantic S/S Corp.

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Alabama Transfer & Warehouse Co.

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Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service
Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

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Tucson Warehouse & Transfer Co.

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FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

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Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
Free Switching from All Railroads
Low Insurance Rates

26 Years of Satisfactory Service



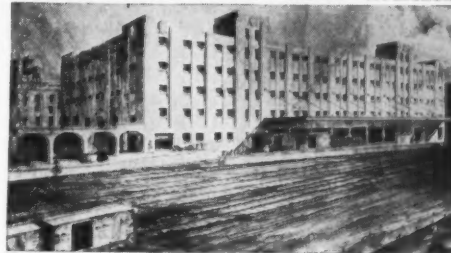
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A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service

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Arkansas' Largest Warehouse
Merchandise—Household Storage• Absolutely
Fireproof
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Departments
for Household
Goods**TERMINAL WAREHOUSE CO.**
LITTLE ROCK ARKANSASMember American Warehousemen's Association
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The**CALIFORNIA WAREHOUSE**1248 WHOLESALE ST. LOS ANGELES
Merchandise ExclusivelySTORAGE
DISTRIBUTION
TRANSPORTATION

LOS ANGELES, CAL.

MERCHANDISE - DISTRIBUTION - STORAGEFireproof Building. Nearest Main Retail
and Center of Wholesale District.
Executive Control of Each Account**GOLYEAR'S**
VAN & STORAGE CO.
415 So. San Pedro Street

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

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Completely Equipped
Merchandise
LOS ANGELES WAREHOUSE CO.
316 Commercial Street
Household Goods

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1950 S. Vermont Avenue, Los Angeles

LYON

VAN STORAGE

SERVES CALIFORNIA

Let
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Guard your
Goods

MEMBER N.W.A.C.V.A.

LOS ANGELES, CAL.



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Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

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*Merchandise Warehousing
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Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

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Cool Room Accommodations

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UNION PACIFIC RAILROAD

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Specializing In STORAGE & DISTRIBUTION of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION OFFICES
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your
Local Distribution

MEMBERS: C.W.A.—I.A.W.A.

Pacific Commercial Warehouse, Inc.

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Los Angeles

Represented by
NATIONAL WAREHOUSING SERVICE,
519 West Roosevelt Rd.,
Chicago

FRANK J. TULLY
251 West 57th St.,
New York

LOS ANGELES, CAL.

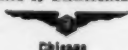
1817-1835 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

340,000 Square Feet
New York



Chicago

56 Motor Trucks

San Francisco

Overtime After 3 P.M. in Pacific Labor Demands

The International Longshoremen's and Warehousemen's Union has submitted to the Waterfront Employers' Assn. of the Pacific Coast a series of demands for changes in the labor agreement which expires Sept. 30.

The union has proposed that instead of effecting a new agreement for 1 yr. beginning Oct. 1 that the new agreement use May 1 as the termination date. On any work performed after 3 p. m., the union demands overtime pay, whereas at present overtime begins at 5 p. m.

The union also asks for compensation at a rate of \$1.10 an hour for straight time and \$1.65 for overtime, the present contract basis being 95 cents and \$1.40, respectively.

Upholds Assembling, Distributing and Handling Charges

The lawfulness of assessing charges for assembling and distributing on intercoastal general cargo at Los Angeles Harbor and Long Beach has been upheld by the United States Maritime Commission which also dismissed complaints for reparation on the assessment of handling charges at San Diego. The Commission also ruled lawful regulations and practices of carriers operating in foreign commerce in assessing and collecting separate charges for services and facilities involved in receiving and delivering general cargo beyond ship's tackle at the California ports.

The Commission found that during the time the intercoastal charges complained of were in effect, and prior thereto, the defendants' charges for transportation were based on a line-haul service from ship's tackle at port of loading to ship's tackle at port of destination, and that the collection of separate charges for the service performed in receiving and delivering general cargo beyond ship's tackle was not prohibited by law and was not shown to have been an unreasonable practice.

Although it was shown that during certain periods the separate charges were assessed by some defendants without proper tariff authority, the Commission found that complainants were not entitled to reparation because there was no showing that the sums paid by complainants amounted to an unjust or unreasonable exaction for the services rendered. To the extent that the Commission's findings in these cases conflict with the decision of the Commission's predecessor in assembling and distributing charges, 1 U.S.S.B.B. 380, that decision was overruled.

In the cases involving charges for receiving and delivering general cargo beyond ship's tackle at California ports, in connection with shipments moving in foreign commerce, the Commission found that defendants' charges for transportation were and are based on a line-haul service from ship's tackle at port of loading to ship's tackle at port of destination, and that the collection of separate charges for the services performed beyond ship's tackle is not prohibited by law and has not been shown to be an unreasonable regulation or practice in violation of Section 17 of the shipping act, 1916; also that defendant's agreements in respect of said charges have not been shown to be in violation of Section 15 of this act.

Paper Freight Rate Cut Delayed

The I.C.C. on June 26 suspended proposed reduced rail freight rates on paper from New England points to Boston. The suspension was ordered until Jan. 28, 1940. The rates had been scheduled to take effect June 26.

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West.
Insurance Rate as low as 11.5 cents per \$100 per year.
 Daily motor truck service to all parts of the city and Los Angeles Harbor.

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Member:
 American Warehousemen's Association
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**Complete
 Warehousing
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General Merchandise
 United States Customs
 and
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 Office Accommodations
 and
 Telephone Service.

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Your Distribution Headquarters
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Member, A. W. A.,
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L. A. Junction Ry.
 Service

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Modern Merchandise Warehouses

A dependable agency for the distribution of
 merchandise and manufactured products.

Storage
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Free Switching

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LAWRENCE
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MERCHANDISE—HOUSEHOLD GOODS
 POOL CAR DISTRIBUTING—DRAYAGE
 Your Detail Handled as You Want It

11TH & R-ST.

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SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.

1808-22nd St.

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Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.
 Private Siding on S.P.R.R.—10-Car Capacity. Distribu-
 tion of Merchandise and Household Goods Pool Cars.

SAN FRANCISCO, CALIF.



GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND

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SAN FRANCISCO, CALIF.

HASLETT WAREHOUSE COMPANY

280 Battery Street, San Francisco

Largest and most complete storage and trucking
 service on the Pacific Coast.

Operating in San Francisco, Oakland,
 Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.
 American Chain of Warehouses, Inc.

DENVER, COL.

We offer a complete service—Merchandise and
 Household Goods Storage, Pool Car Distribution,
 Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
 statewide daily motor freight service under regulation of
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Connections with Interstate Truck Lines to
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Burglar Proof Silver Vaults, Cedar Lined Rug
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The WEICKER TRANSFER & STORAGE CO.

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COLORADO

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BURCH WAREHOUSE AND TRANSFER CO. INC.

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

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PACKING AND SHIPPING

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**ATTENTION
 SHIPPERS**

This is the thirty-eighth consecutive issue in which new warehouse advertisers have appeared in **DW**—Don't depend on the Annual Shippers' Directory issue alone.

**TRAFFIC
 MANAGERS SAY**

"Please be assured that not only the writer, but a number of other Traffic Men in our city and surrounding territory have recognized the value of your accomplishments, and we trust that you feel sufficiently encouraged to continue your good work."

For the convenience of shippers, this section is arranged geographically

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Total Storage Area 60,000 Sq. Ft.
Household Goods, Moving, Packing and
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HOUSES, TERMINALS AT SPRINGFIELD AND BOSTON, MASS.
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335 East St., New Haven, Conn.
Modern Fireproof Merchandise and
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Terminals. Pool and stop over cars distributed.
Merchandise—New Furniture—Household Goods Storage—
Packing—Crating—Shipping.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

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Established 1860

Merchandise, automobiles, fur-
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pervised watchman service—
Low insurance rates—15 car
siding—Central location—Daily
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Connecticut and southern Mas-
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with U.S. Customs.

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165 Brewery St., New Haven, Conn.
Members: AWA, NFWA, CWA, MTA
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Manhattan Storage & Transfer Co.
639 New York Ave., N.W., Washington, D. C.
Household Goods storage, packing, shipping. Pool Car Dis-
tribution Merchandise.

Lift vans local delivery.

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SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON
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OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door
to door rates quoted, both to and from Europe and
South America. All risk insurance if desired.

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Fireproof Storage Warehouses



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TRANSFER &
STORAGE CO., INC.

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Washington, D. C.
A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

WASHINGTON, D. C.

**GENERAL MERCHANDISE
STORAGE**
Pool Car Distribution—
City Delivery Service
Direct Switching Connections into Warehouse
Pennsylvania Railroad
**TERMINAL REFRIGERATING &
WAREHOUSING CORPORATION**
4th and D Streets, Southwest
Member of A. C. W.

WASHINGTON, D. C.

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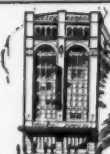
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STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 23)

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UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.W.—J.W.A.

Personnel

(Continued from page 19)

by former Governor Walter E. Edge as a member of the N. Y.-N. J. Port and Harbor Development Commission; member and vice-chairman of the Port of New York Authority from 1921-23.

Thomas Jones, an employee of Houston & North Texas Motor Freight Lines, Inc., for 9 yrs., has been made general sales manager of the company. He will be in charge of sales and solicitation for the entire operation in Texas and Oklahoma, covering the territory from Oklahoma City and Tulsa to Dallas, Fort Worth and Houston.

Walker Office Manager Douglas-Guardian, Chicago

Alfred J. Walker, lately general manager of the National Warehouse Co., Peoria, Ill., has been engaged as office manager of the Chicago office of Douglas-Guardian Warehouse Corp.

Because of his long experience in warehousing, and his wide acquaintance among manufacturers and producers, Mr. Walker will give much of his time to the development of the national sales promotion program of the Douglas-Guardian Corp.

\$1,000,000 Warehouse for
Washington, D. C.

Washington is to have a new \$1,000,000 terminal warehouse, devoted principally to storage of food but also holding out to do a general merchandise warehousing business.

The Reconstruction Finance Corporation will aid in financing the enterprise projected by National Terminal Co. by taking a \$550,000 first mortgage. A stock issue will bring a first return of \$303,000. There will be a second mortgage of \$204,000. The financial arrangements are 85 per cent complete, said Allen V. de Ford, who heads the group, other officers of which are: Elias Weinstein, general manager of Gold Craft Company, who will be a director, vice-president and treasurer; David A. Hildebrand, president of National Trucking Co., who will be a director and secretary.

The terminal will abut trackage of the Baltimore & Ohio Railroad, and it is understood that the B.&O. will be a large customer. District Grocery Stores has negotiated for one-third of the 4,173,963 cu. ft. which will be available. A 90-ft. street lies between the two buildings, as planned.

Automatic stackers and other modern aides to warehousing are included in the building specifications.—Butler.

William Gleichmann

WILLIAM GLEICHMANN, 73 yrs. old, president of the Fulton Storage Warehouse Co., Inc., Brooklyn, N. Y., died June 28, at St. John's Hospital, Brooklyn, where he had been a patient for several weeks.

A native of Brooklyn, Mr. Gleichmann engaged in the hay and grain business there at an early age, and his firm was one of the largest of its kind when he

MIAMI, FLA.

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Two Fireproof Storage Warehouses

OFFICES 26 N.E. SEVENTH ST.

General Merchandise Storage-Distribution. Low Insurance Rate. Sprinklered Concrete Building. 4 Consolidated Deliveries Daily—4 Car Siding—Florida East Coast R. R.

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (9-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Ass bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.

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WAREHOUSE & STORAGE

Merchandise Storage
POOL CARS DISTRIBUTED. PRIVATE SIDING
HOUSEHOLD GOODS STORAGE
LOW INSURANCE RATES

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"Your Tampa Branch House"

GALDWELL
BONDED
WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS
Members | American Chain of Warehouses
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TERMINAL

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Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.

TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.
BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION
Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

AMERICAN BONDED WAREHOUSE
Affiliated with
SOUTHEASTERN BONDED WAREHOUSES
"Better Warehouse Service"

651-653 Humphries St., S. W.—Sou. R. R.
Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W. Am.



ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" is Our Middle Name
376 Nelson St., S. W. Cor. of Mangum
FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.
LOW INSURANCE RATE.
Branch office space for rent.
Merchandise Warehousing Member of A.W.A. Pool Car Distribution

ATLANTA, GA.

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COR. SPRING & PACKARD STS., S.W.
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION
MODERN FIRE PROOF BUILDINGS
C. OF GA. RY. SIDING

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.
General Storage—Pool Car Distribution
Concrete Sprinklered Warehouse
Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.
Consign via any R.R.—Private Siding A.B.&C. Ry.
Represented by American Chain of Warehouses

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MONROE BONDED WAREHOUSES

Invested Capital \$325,000
Lowest Warehouse Insurance Rate in Atlanta
MERCHANDISE—COLD STORAGE—TRUCKING
Private Railroad Sidings—Concrete Warehouses
A.D.T. Service Member: A.W.A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.
Commercial Warehousing at its Best
ESTABLISHED 1917 MEMBER A. W. A.

SAVANNAH, GA.

ATLANTA, GA.

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The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points.
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Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.



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Post Office Box 1187
General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.
R. B. Young, President.
F. J. Robinson, Vice-President.
Members—A.W.A.—A.C.W.



retired from its active control. He founded Fulton Storage Warehouse Co. about 15 yrs. ago. He was a life member of Merchants Lodge 709, F. & A. M. of Brooklyn; a member of the Brooklyn Chamber of Commerce, and had a wide circle of friends in banking and business circles.

Surviving are his widow, Eva M. Gleichmann, and 4 daughters, Mrs. Irene Mohrman of Garden City, L. I., Mrs. Eva Doughty, Coral Gables, Fla.; Mrs. Ruth Gay, Great Neck, L. I., and Mrs. Florence Nicholls, Flushing, L. I.

Three days before Mr. Gleichmann's death, his son, William Gleichmann, Jr., who was associated with him in business, died.

Edward F. Waldren

EDWARD F. WALDREN, 82 yrs. old, president, Waldren's Storage Warehouse Co., Chicago, died July 13. He is survived by his widow, 2 daughters, and 2 sons, Gage B. and Edward, Jr.

Harry Sunley Foster

HARRY SUNLEY FOSTER, treasurer and director, the Industrial Cold Storage & Warehouse Co., Philadelphia, died July 19, at his home, 410 Noble Road, Jenkintown. He was 47 yrs. old.

A former member of the dye concern of Firth & Foster, he was a member of the Union League, York Road Country Club, Ocean City Yacht Club, and the University Lodge, F. & A. M. He is survived by his widow, Marion Howarth Foster; his mother, Mrs. Harry Foster, and a son and daughter.

James A. Ward

JAMES A. WARD, treasurer and traffic manager of J. Mawer, Gulden & Annis, Inc., Brooklyn, N. Y., importer of olives, died July 11. He was 61 yrs. old, and a widower since last fall.

Mr. Ward was well known in the food trade throughout the country. He had been connected with Mawer, Gulden & Annis since 1907, and kept pace with the great changes in traffic development during the past several years. He is survived by a son, J. E. Ward, and a daughter, Mrs. Edmond Gahan.

Leland B. Holly

LELAND B. HOLLY, president of the Seaboard Shipping Corp., New York City, died July 12 at his home at Weston, Conn. Mr. Holly was 43 yrs. old and was graduated from the New York State Merchant Marine Academy. He served during the World War and received his commission as lieutenant commander.

He organized the Seaboard Shipping Corp. after the War and was appointed to the board of visitors of the New York Merchant Marine. He was a member of the Sextant Club, the Pequot Yacht Club and the White Hall Club. Mr. Holly is survived by his widow who was Miss Constance Holmes, and a daughter, Norma Ogden Holly.—Pratt.

Correction

TWAS a swell article about Clapp's Baby Foods in the August issue of DandW; however we would like to call your attention to one fact.

The fact is that although we feed our employees Clapp's Baby Foods we have not been able to produce a branch of the Savannah Bonded Warehouse & Transfer Co. in Los Angeles as shown on page 8. Could it be possible that you and Gene and the rest of you wrote this article during one of your 5 o'clock teas.—R. B. Young, Jr., Savannah Bonded Warehouse & Transfer Co., Savannah, Ga.

HONOLULU, HAWAII

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Modern Concrete Warehouses. Collections promptly remitted.
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40 Warehouses 40 Cities

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Combine your Chicago Office
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You will find here every facility for the efficient storage and dis-
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Re-shipping facilities second to none—direct tunnel connection
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Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
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MERCHANDISE - HOUSEHOLD EFFECTS, Etc.
Large new reinforced concrete warehouses—Sprinklered
Low Insurance — Collections — Distribution Service

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Merchandise Warehousing & Forwarding
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MANAGERS SAY

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ing D and W magazine, and very heartily
recommends it to any industrial or commercial
organization whether said organization maintains
a Traffic Department or not, as there is much sub-
ject-matter therein which will prove very enlighten-
ing to those progressive individuals who are interested
in the great accomplishment of the manufacturing
and industrial fields of today."

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Joins A.W.I.**

The Merchants Storage & Transfer Co., Grand Rap-
ids, Mich., has become a member of Associated Ware-
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Two New Southwest Group Members

Baker & Duncan Transfer & Storage Co., Wichita
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POSITION WANTED

Available, young man with exceptional traffic knowl-
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spent. Best of references.

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Most Centrally Located
2 Blocks from New Union Station
**CANAL &
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Tunnel and Trap Car
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NEW YORK OFFICE: 271 MADISON AVENUE

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**SOUTH SIDE
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Capacity 1200 Carloads

Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the
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CURRIER-LEE WAREHOUSES, Inc.

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Complete Facilities for Merchandise
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- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

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A COMPLETE WAREHOUSE ORGANIZATION FULLY EQUIPPED
TO HANDLE MERCHANDISE RAPIDLY AND ECONOMICALLY

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

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Over 35 Years.

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TRAFFIC
MANAGERS SAY

"Your magazine has not only become a clearing house for ideas, but has started the leaders of the transportation field to properly concentrate on this matter. Allow me to urge that you give it your continued support, for which support those now engaged in Traffic Work should be ever grateful."

Materials Handling

(Continued from page 14)

ected by receiving this material on pallets as shown in Fig. 2. Here the coils are placed three-high with wooden strips between the coils, and are wire-bound, and 27 of these coils can be picked up at one time. This rearrangement required cooperation between the shipping departments of the supplier and the receiving departments of the customer. While the system was primarily designed to reduce cost in the customer's plant, it has also reduced the cost of handling in the shipper's plant.

Figs. 3, 4 and 5 illustrate another example of good coordinated materials handling. Formerly, these steel discs were shipped loose in the car, and when they were unloaded it was necessary for men to enter the car, and hand-handle each disc to a platform truck, with the resulting rehandlings into storage and through production in the plant. After a careful survey was made of this operation, it was found that with the use of a fork-truck at the shipper's plant and at the customer's plant, it was possible to reduce the number of handlings at both points, because when the discs were cut, they were immediately stacked, ready for strapping, and shipment on the skids in unit loads as shown in Fig. 4. These skids were easily loaded into the cars, and at the receiving point, easily unloaded and placed into storage as shown in Fig. 4. When the discs were required for production a fork-truck transported the load from the storage area to the turntable for handling unit loads of steel discs at the first forming operation, as shown in Fig. 5. This method of packing made a very fine production handling unit of 5,800 lbs., gave safer handling, reduced damage and spoilage, increased the output of the production machinery, and materially reduced handling and transportation costs.

These are just two of the many examples that could be cited of what has been accomplished by coordination of materials handling methods in one large organization.

It is almost impossible to include in any one article examples of all of the types of materials handling equipment available. It is also impossible to give detailed descriptions of each conveyor system or installation of materials handling equipment and its operation. Enough of these installations have been made, however, to know that if they have been properly planned, they will reduce handling costs and increase the speed at which materials can be received and shipped.

Fig. 6 shows a layout of a conveyor system in the packing department, where everything required for packing is made available to the packer. The materials are brought to him by means of conveyors and also taken away from him by means of conveyors. In this system, the orders arrive on the belt conveyor along the windows, and are automatically deflected to the proper packer by means of deflector arms. These deflector arms are operated by the order checker at the far end of the room. Complete packed orders are placed on the flat conveyor at the left, which takes them directly to the shipping department. Here the conveyor system not only acts as a means of transportation, but also as an easy method for allocating the work to each of the various packers.

In practically every instance, there is more than one way to do a given handling operation, and the type of equipment to be selected depends largely upon physical layout, as well as handling requirements and the type of commodity to be handled.

Recently, a number of large food distributing warehouses have found that the use of an overhead-trolley system for propelling their order-picking trucks has many advantages over methods formerly used. In the installation shown in Fig. 7, the merchandise in storage is placed directly on the floor, but in other installations, the merchandise in storage, both in the order picking

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Space.Warehousing-Brokers Offices.
U. S. Customs Bonded Stores.Shipments received and
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or truck. Private track of
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One block from Main U. S. Post Office



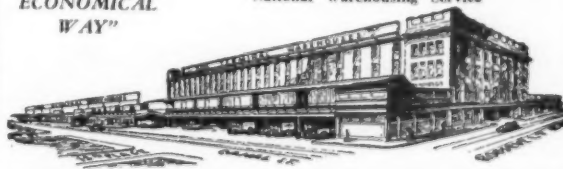
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Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—Fireproof"THE
ECONOMICAL
WAY"Represented by
National Warehousing Service

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Our ample financial resources enable you to negotiate
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Prompt Delivery and Best of Service.

For the convenience of shippers, this section is arranged geographically

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For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.
Centrally located—only 12 minutes from the loop.
Complete warehouse service with personal supervision.
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YOUR CHICAGO BRANCH**

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

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TRANSFER—STORAGE—DISTRIBUTION
MOVING—PACKING
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Telephones 501 and 502

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Best distributing point in Middle West
Located on five Trunk Lines and Outer Belt
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No switching charges.
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COMPANY**

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section and in the bulk storage areas, is handled on pallets or skids, by means of lift-trucks.

New methods of handling are being developed every day. Frequently a change in product or a change in source of supply will present the opportunity for a change in materials handling methods within a plant, which will permit savings even greater than the entire cost of transportation from the point of production to the point of use.

It will therefore readily be seen that the traffic manager who is familiar with the latest methods of handling materials, who is willing to investigate them and recommend improved methods, is able to show the management ways to save considerable money.

In order to produce business it is necessary to meet competitive markets, and it is possible to cite one instance where, due to the fact that a producer would not change his method of handling and packing in order to conform with a better handling method which it was desired to install in the consumer's plant, the business was taken away from him, and placed with a more progressive manufacturer who was willing to use these new methods. The progressive manufacturer found that the new handling methods reduced his production costs, and he actually made more profit on the business than he had expected.

All industry is trying, in every way possible, to reduce production costs, and thousands and thousands of dollars of various types of mechanical equipment are installed in production departments in order to save fractions of a cent on certain production operations. All production costs are based on operations performed between the receiving of finished raw products and the delivery to the point of consumption, and we should therefore not waste in distribution the economies afforded by the careful planning of other departments.

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ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage Division.

**Madison, Ind., Tested as
a River-Truck Terminal**

Jones & Laughlin Steel Corp., Pittsburgh, Pa., has been experimenting through barge shipments of steel to Madison, Ind., to determine the feasibility of establishing a permanent transfer point there for its products consigned to northern Indiana points. A second experimental shipment from the Aliquipp plant had been expected at Madison around Aug. 5, the freight to be transferred from the barge to trucks and delivered overland to Muncie.

**Natl. Poultry, Butter and Egg
Assn. Convention at Baltimore**

The National Poultry, Butter and Egg Assn. will hold its annual convention at the Lord Baltimore Hotel, Baltimore, Oct. 8-10. About 1,000 members are expected to attend.

Welland Canal Tonnage Record

The all-time record for the Welland Canal was pushed last year to 12,633,093 compared with the previous high mark of 11,747,950 in 1937. Traffic through the St. Lawrence canals also was at a new peak.

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Swedish Cooperative Movement Explained

(Concluded from page 27)

operate within some field, Swedish industrialists in that field know that if they fix prices at too high a level they can expect intervention from the consumers through Kooperativa förbundet. It is obvious that greater consideration will be shown the consumers in this way than if the producers had to build solely on their own judgment.

It is a natural thing for the Consumer Cooperative Movement to defend the interests of the consumers, for the consumers, locally organized in their societies, elect the management committees, the managers, the checkers and the auditors of these societies. The entire apparatus is led and controlled by the consumers. The local cooperatives send delegates to an annual general assembly, which controls the activity of Kooperativa förbundet. From each district into which the country is divided the cooperatives elect a representative who exercises running control and scrutiny of the work conducted in and by Kooperativa förbundet. These representatives also elect the board of directors of Kooperativa förbundet. It is an economic democracy that prevails in the Swedish Consumer Cooperative Movement. The consumers could not administer and control business more effectively than they do in this country.

The class emphasis and the class feeling of which your contributor talks do not exist in this country. The picture that illustrates the article bespeaks something that is entirely foreign to the Swedish mentality.

We Swedes are endeavouring, in different ways and with different means, to achieve the best conditions for the inhabitants of our country. Where private trade and industry fulfils its duties in a satisfactory manner there is not much scope for the Cooperative Movement, but where private trade and industry, for its own gain, disregards the interests of the consumers and the public, the Cooperative Movement is intervening with success and is setting the pace in the work for the benefit of Sweden's citizens.

The lying personal accusations that your anonymous contributor advances are of such a nature that the individual concerned would be punished if he had flung them out in our country.—Albin Johansson, Managing Director, Swedish Cooperative Society, Stockholm.

Editor's Note: It is indeed a pleasure and privilege to receive and to publish a letter from so distinguished a figure as Mr. Albin Johansson, the head of Sweden's Cooperative Society. But though Mr. Johansson's letter contains much supplementary data on the Cooperative Society, the Editors of *DandW* do not regard it as a point-by-point reply to the charges adduced in the article referred to. In fact, the letter may well be construed as containing additional material in derogation of the Cooperative Society. To cite merely a couple of instances, it bluntly states that the Society is a price-fixing organization. And the threat in the last paragraph, that our contributor would have been "punished" had he issued his remarks in Sweden, is ominous. In the United States it is only the courts which exercise the power to "punish" a private citizen.

Mr. Johansson refers to the "lying personal accusations" which were embodied in the original article. There was nothing "personal" about the article except a brief reference to Mr. Johansson himself, and that not in an unflattering way. And if the several points raised in our contributor's article are "lying" or are mere "accusations," the Editors of *DandW* would be pleased to receive a second letter from Mr. Johansson refuting such "lying accusations."

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are doing for the profession what Lin-
coln did for the colored people; what our
ancestors, Washington, Franklin, et al.,
did for the nation; what the Magna Charta
did for the English people."

Factories on the Move

(Continued from page 28)

of a condensing plant at Ridgely, Md. Negotiations for
a site for the plant and other arrangements have been
under way for the past 4 mos.—*Ignace.*Martin & Schwartz, Inc., makers of oil and gasoline
pumps, will move its manufacturing operations from
Buffalo, N. Y. to an undisclosed location in a Southern
state. Controlling ownership rests with Socomp-
Vacuum Oil Co.Waukesha Motor Co., Schulze Blvd., Waukesha, Wis.,
manufacturer of Diesel and gasoline engines, parts, etc.,
has begun work on new one-story factory branch, parts
storage and distributing plant at 615 Wheeler Ave.,
Tulsa, Okla.Campbell-Taggart Associated Bakeries, Inc., 408
Penn St., Kansas City, Mo., has approved plans for
one-story branch baking plant on Lemmon St., Dallas, Tex.Leland Electric Co., Webster St., Dayton, Ohio, elec-
tric generator sets, motors, parts, etc., plans one-story
addition to Canadian branch plant at Guelph, Ont.Dolton Mfg. Co., Inc., 146th St. & Princeton Ave.,
Chicago, recently organized, has arranged for purchase
of poultry equipment division of Laidlaw Wire Co.,
Monmouth, Ill., and will remove to industrial property
at first noted address, where it will be operated as a
new line of production and expansion.American Can Co., 230 Park Ave., New York, has
let general contract for one-story and basement addi-
tion to branch plant at Jersey City, N. J.Burland Printing Co., 53 Rose St., New York, has
leased eight-story building at 421 Hudson St., and will
remodel for new plant. About \$250,000 will be expended
for new equipment. Company will consolidate its five
present plants at new location, including one at Albany,
N. Y.Federal Oil Co., 314 Second St., Brooklyn, N. Y., has
taken over one-story building on about 1½-acre tract
on Eleventh Ave., Roselle, N. J., recently secured under
lease, for new oil-reclaiming plant.Pittsburgh Plate Glass Co., Grant Bldg., Pittsburgh,
has let general contract for one-story factory branch,
storage and distributing plant for glass, paint and oil
divisions at Corpus Christi, Tex.American Fruit Growers, Inc., 1206 Maple Ave., Los
Angeles, plans new branch packing plant at Highland,
Ark., consisting of two one-story units for packing-
house, and storage and distribution respectively, boiler
plant, machineshop and auxiliary buildings. Cost about
\$100,000 with mechanical-handling and other equip-
ment.Republic Steel Corp., Cleveland, Ohio, will build a
new iron ore concentration plant with an annual ca-
pacity of 500,000 tons, at Port Henry, N. Y., to be used
in connection with mines operated in that district. Con-
struction of the plant is to start immediately, and it is
expected that the work will be completed in from 3 to
4 mos.Ethyl Gasoline Corp., 405 Lexington Ave., New York,
high-test gasoline, has approved plans for new branch
plant, one-story, with experimental and testing fa-
cilities, at 1050 Nepperhan Ave., Yonkers, N. Y. Cost
over \$75,000 with equipment.

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BALTIMORE FIDELITY WAREHOUSE CO.
T. E. WITTERS, President
Baltimore's Most Modern Merchandise Warehouses
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MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR
THE HANDLING OF YOUR SHIPMENTS.
Exclusive Agents Maryland and Vicinity for
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Vans Coast to Coast Canada and Mexico

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Tobacco Inspection and Export—Low Insurance Rates
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Household Goods and Merchandise—Storage—Delivery
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Baltimore's Modern Fireproof Warehouse
Your Clients Efficiently Served All Collections Promptly Remitted
MOTOR FREIGHT SERVICE
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Concrete sprinklered warehouse centrally located.
Private siding handling CL shipments via B&O,
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Pool car distribution. Motor truck service.
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Financing Bonded Space

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WAREHOUSEMEN AND TRAFFIC EXECUTIVES
Use our complete facilities for the expert handling of house- and containers.
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PERSONAL
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GENERAL
MERCHANDISE STORAGE

CENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. Service

Member
Mass. Warehousemen's Assn.

York, plans new experimental and research plant at
Murray Hill, near New Providence, N. J., where about
220-acre tract will be used. Plant will comprise one
and multi-story buildings, with mechanical and elec-
trical shops, powerhouse and other structures. Cost
about \$3,000,000 with equipment.

Central Commercial Co., 332 So. Michigan Ave.,
Chicago, has let general contract for new rock-crush-
ing and processing plant near Marinette, Wis., with
powerhouse, for production of roofing granules and
other colored pulverized stone.

**Only One License Fee Needed for
More Than One Warehouse in Md.**

The Terminal Warehouse Co., Baltimore, Md., oper-
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is required to take out only a single licensing fee, ac-
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General of Maryland. The opinion was based on the
facts stated in the opinion requested on licenses for
storage and impounding concerns by Frank P. Bratten,
chief inspector, State License Bureau, whose office is
entrusted with the collection of licensing fees in Mary-
land.

The opinion rendered was signed by Attorney-Gen-

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Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

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Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping, Pool Car Distribution of All Kinds

Fleet of Motor Trucks

eral William C. Walsh, and Assistant Attorney-General Hugh Allen Meade.

In the opinion upholding that only a single license fee was required of the Terminal Warehouse Co., even though the concern operated more than one storage warehouse, contained in a letter addressed to Chief Licensing Bureau Inspector Bratten, it stated that "We are in receipt of your inquiry concerning the interpretation of section 240 of Article 56 of the Maryland Code. That section reads as follows:

"Every person, firm or corporation who shall keep for compensation any house for storage or impounding shall pay an annual sum for said privilege by first taking out a license therefor, if such house be located in Baltimore City, then in said city, if in the counties, then in the county in which such house may be located, to be graduated as follows:

"In cities not exceeding 10,000 inhabitants—\$30.00.
"In cities exceeding 10,000 and not over 20,000 inhabitants—\$50.00.
"In cities exceeding 20,000 and not more than 50,000 inhabitants—\$75.00.
"In cities exceeding 50,000 inhabitants—\$150.00.

"According to the facts you submitted, the Terminal Warehouse Co. operates a storage warehouse at Davis and Pleasant Sts., Baltimore, for which the company secures a storage warehouse license. The company also operates two separate storage warehouses at other locations in Baltimore. You raise the question as to whether or not separate storage warehouse licenses will be necessary for each of the other storage warehouses, or whether the company should be permitted under the law to operate the three storage ware-

houses on the one license issued for the warehouse at Davis and Pleasant Sts. I further understand that the Terminal Warehouse Co. has been billed and has paid only one annual fee for the privilege of conducting a warehouse business, since Article 56, Section 240, was first enacted in 1916, 23 yrs. ago.

"In the case of Burroughs Adding Machine Co. vs. State, 146 Md. 192, the Court of Appeals was called upon to decide a similar situation in an analogous statute, the Section of the same Act pertaining to the licensing of cash register and adding machine companies. The language there involved Chapter 704 of the Acts of 1916, now Section 229 of Article 56 of the Code and was as follows: 'Each person, firm or corporation, resident or non-resident, having a place of business displaying cash registers or adding machines, or samples, photographs or illustrations from which sales are made, shall first obtain a license therefor, and shall pay an annual license fee of One Hundred Dollars (\$100.00).'

"In deciding the question as to whether or not a license was required for each place of business, the Court said: 'There is much force in the argument of appellants that apparently the Legislature deliberately distinguished between the different classes of business upon which the license fees were imposed. When the Legislature so intended, the language of the Act clearly set forth that a license fee was required for each place of business. It is a fair inference that only one license fee was required in the other cases where the Act merely contained a general statement that persons or corporations conducting such a particular business should pay annually therefor a set license fee.'

"This statement is borne out by the fact that each of the following Sections of Article 56, dealing with licenses, refers expressly to 'each place' of business. Section 228 (Garages), Section 232 (Employment Agencies), Section 233 (Laundries), Section 234 (Junk Dealers), Section 237 (Soda Water Fountains), Section 238 (Livery Stables), Section 239 (Bowling Saloons, Fee for each alley), Section 243 (Shoe Shining Parlors), Section 244 (Restaurants), Section 245 (Plumbers and Gas Fitters).

"As I have stated before, it is my understanding that ever since Section 240 of Article 56 was enacted only one license fee has been required even when more than one storage warehouse was operated by the same company. In this connection, the opinion in the Burroughs case further states from Hess vs. Westminster Savings Bank, 134 Md. 125, that in construing a certain statute 'the unvarying construction of the statute for such a lapse of time ought not to be disregarded but upon the most imperious grounds.' Additional Maryland cases have also held that long continued administrative practice should have a strong influence on constitutional construction. See Armreich vs. State, 150 Md. 1; Leitch vs. Gaither, 151 Md. 167; Graham vs. Joyce, 151 Md. 298; Weibrenner vs. County Comm., 162 Md. 240; Overline vs. Castberg Corp., 170 Md. 661; Buck Glass Co. vs. Gordy, 170 Md. 685.

"Basing our opinion on the aforesaid we have no difficulty in reaching the conclusion that under the facts you cited, only one license fee should be required even though the company (Terminal Warehouse Co.) operates more than one storage warehouse."—Ignace.

Distribution Conference at

Boston, Oct. 2 to 3

More than 35 speakers on science, invention, sales, advertising, business and finance are scheduled to address the 11th annual Boston Conference on Distribution, to be held Oct. 2 and 3 at the Hotel Statler. One of the features will be the television demonstration to be held the 1st day. Other subjects will include glass, plastics, radio-type and automatic telegraph.

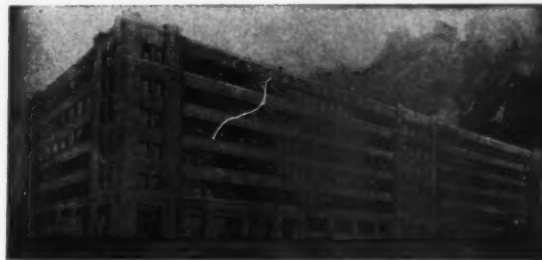
Among the speakers will be Charles F. Kettering, president General Motors Research Corp.; Dr. O. M. W. Sprague, professor of banking and finance Harvard Graduate School of Business Administration; Harry Boyd Brown, national merchandising manager of Philco Radio & Television Corp.; and Robert A. Roos, president of Roos Brothers, Inc., San Francisco.

Major topics to be discussed will be distribution costs, government regulation of business practices, the effect of environmental changes on distribution, state trade barriers, and other subjects pertinent to the solution of distribution problems.

It is expected that leaders in every field of business will attend the conference. Last year's registration included executives from 21 states and 12 foreign countries.

The conference is sponsored by the retail trade board of the Boston Chamber of Commerce in co-operation with the Harvard University Graduate School of Business Administration, the Boston University College of Business Administration, the Massachusetts Institute of Technology and others.

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Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

World Poultry Congress

(Continued from page 23)

whole show, as well as the largest. This company offered a sizable table dressing room, surrounded with glass on three sides so that the public could view the demonstrations. In this room, a large staff went through the actual operations of taking off the pin feathers, viscerating, inspection by government men, complete drawing, washing with power sprays and special equipment, draining, trussing, wrapping in cellophane, sealing and labeling, weighing, and boxing—six birds to the box ready for quick-freezing. While these operations went on, an announcer explained them over a loud speaker system to the crowds outside. The place was thronged with people day and night.

The Fisher Bros. Co., Cleveland retail chain operator demonstrated the actual practice of Federal-State grading of eggs, with government inspectors on the job. Boxing, sealing and merchandising practices were brought out.

Swift & Co. presented cellophane wrapped, quick-frozen poultry in attractive cases, as well as government-graded eggs, frozen eggs in cans and other products. A background map showed the location of Swift plants in the producing areas with lines reaching to the consumer centers. Swift also showed the various stages in raising chickens and ducks for market.

The Fairmont Creamery Co. had an outstanding exhibit of cellophane wrapped poultry, frozen eggs, fresh eggs and dairy products. Large built-up display sections showed lighted pictures which told the story of Fairmont plant operations. This was another popular spot.

The Association of Refrigerated Warehouses offered a well-rounded exhibit which told the story of cold storage warehousing with special reference to poultry and eggs. A large built-up section in the center displayed lighted pictures showing warehouse scenes and operations. On the left of this was a large, attractive mural depicting the farm and countryside as the producing area. On the other side was a mural showing a big metropolitan city as the consuming area. Between these two stood the cold storage warehouse. A table in the foreground was covered with photographs bringing out all the departments of the warehouse and the perishable products stored there. Liquid eggs, case eggs, butter, prunes, apples, boxed poultry and numerous other products were portrayed in the warehouse. Recordings were used to further tell the story of warehousing to the thousands of visitors who stopped at the exhibit daily. W. M. O'Keefe, secretary of the Association of Refrigerated Warehouses, was in charge.

Another phase of the poultry industry depicted at the Poultry Congress and Exposition was that of the American Frozen Egg Industry. A total of 14 companies cooperated in this exhibit which demonstrated egg-breaking, separating, churning and canning. The exhibit room was covered with glass on three sides and large throngs looked on daily.

From the standpoint of marketing and distribution, there were the elaborate exhibits of the New York and Chicago Mercantile Exchanges which demonstrated the important part they play in the poultry and egg industry. Each offered maps to show the principal locations of their buyers and sellers with facts and figures to enlighten the public.

The Hall of Nations and States was reserved for the exhibits of the various states and foreign countries showing the part they have played in the poultry industry. Besides the Federal Government, there were 30 states and three Insular Possessions represented as well as Cuba, Canada, England, Germany, Hungary, Italy, Japan and The Netherlands. These had in-

(Concluded on page 61)

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Foreign and Domestic Shipping

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Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.
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LANSING STORAGE COMPANYThe only modern fireproof warehouse in
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- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
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- Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
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100 trucks available for pick up and delivery service.
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Complete Warehouse Facilities for Storage & Distribution
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ST. PAUL, MINN.

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ST. PAUL TERMINAL WAREHOUSE CO.

425 E. Eighth St. Downtown Jobbing District

Storage - Distribution - Trucking



Also Operating
Minneapolis Terminal Warehouse Co., Minneapolis
Midway Terminal Warehouse Co., St. Paul



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**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

EXPERIENCED ORGANIZATION AND EQUIPMENT FOR
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Modern Buildings, Sprinklered, Private Siding ICRR Co.
Low Insurance Rate
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Fred Franken

COLE MOTOR SERVICE, Inc.

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Moving - Packing - Crating - Storage

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Daily freight service to 100 Central Missouri towns South of the Missouri River.

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Successors to Tonnes Transfer & Storage Co.

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Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

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Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

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UNION TRUCK TERMINALS
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50TH YEAR

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Efficient, Complete Merchandise Warehousing Service

Office—1422 10th AVE.

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LOWEST INSURANCE RATES

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Pool car distribution - Financing of Stocks
Modern Fireproof buildings on switch track
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Kansas City's most advantageous warehouse locations

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Merchandise Storage—Drayage—
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

World Poultry Congress

(Concluded from page 58)

vidual displays. Some 19 other foreign countries had a part in group displays.

The Hall of Live Poultry was given over to an International Exhibit of poultry and to poultry entered in the competitive show. Altogether, there were some 450 exhibitors who displayed about 10,000 birds.

Fifty-five countries, including the United States, were represented in some way at the Congress. There were 108 official foreign delegates and a large additional number of visitors. Thousands came to Cleveland from Canada. Practically the entire world was accounted for.

The Exposition disclosed a definite trend to Government-State inspected eggs, sealed cartons and labeling to give identity to the package. In the same way, there was a definite trend toward cellophane-wrapped and labelled, quick-frozen poultry, sold as attractive packages and with quality assured through government inspection. The packaging of such birds in boxes of six or twelve demonstrated ease in handling. From a packaging standpoint, too, there were the modern paper box containers for baby chicks which insure parcel post shipment, trucking or expressing to distant points with safety. Rapid increase of canned frozen eggs—of yolks, whites, or whole eggs—for cooking and baking, was brought out. The future place of importance for quick-freezing was obvious.—Fiske.

New Missouri Warehouse Laws

Effective Sept. 24

Senate Bill 359, passed by the last general assembly of Missouri, becomes law on Sept. 24. Section 14,356 of the present statute has not been cancelled by the new law. This section has to do with the sale of unclaimed goods and, according to the Missouri Warehousemen's Assn., should have been cancelled when Section 14,406 "Uniform Warehouse Receipts Act," was adopted. The new law reads as follows:

Section (1). That Sections 14,352, 14,353, 14,354, 14,355 of Article (1) Chapter 137, Revised Statutes of Missouri, 1929, relating to warehouses, warehouse receipts and bills of lading, be and the same are hereby repealed, and five Sections, be enacted in lieu thereof, to be known as Sections 14,352, 14,353, 14,354, 14,355 and 14,356A, revising the Sections repealed, and to read as follows:

Section 14,352. All warehouses or storehouses situated in cities or towns now having or which shall hereafter have over twenty-five thousand inhabitants, and wherein other property than grain is stored for a compensation or consideration, are declared to be public warehouses.

Section 14,353. The proprietor, lessee or manager of any public warehouse provided for by this chapter shall be required, before transacting any business in such warehouse, to procure from the circuit court of the county in which said warehouse is situated—or if to procure license for a public warehouse in the City of St. Louis, application shall be made to the circuit court of said city—a license permitting such proprietor, lessee or manager to transact business as a public warehouseman under the laws of this State, which license shall expire with Dec. 31 next following issuance

ST. LOUIS MO.

Merchandise Storage and Pool Car Distribution.

**RUTGER STREET
WAREHOUSE, INC.**
MAIN & RUTGER STS.

200,000 Sq. Feet of Service
BONDED Low Insurance

Track Connections with All Rail and River Lines.

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Most modern warehouse set-up in St. Louis

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Twenty floors office space in connection.
Our prices comparable with other warehouses in this territory.
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"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.
Our facilities include a warehouse in East St. Louis, Illinois, ideal for serving the large territory on the East Side.
Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.
Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1.
U. S. Customs Bonded and Tax Paid Space under same roof.
Complete Distribution Service—Low Insurance Rates.

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Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage
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General Storage
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Freight Terminal

Distribution Center for Western Montana

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MONT. T. & S. A.
O.M.F.G. LISTING

Distribution Specialists for 35 Years

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Storage & Transfer Co., Inc.
Pool Car Distribution
FIREPROOF BONDED
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Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

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Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

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Four modern, sprinklered warehouses, located on truckage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

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MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building ... Truckage ... Motor Trucks

thereof, and which shall be otherwise renewed annually as provided under the laws of this State, which license shall be issued by the clerk of said court upon written application, which shall set forth the location and the name of such warehouse, and the individual name of each person interested as owner or principal in the management of same, or if the warehouse be owned or managed by a corporation, the names of the president, secretary and treasurer of such corporation shall be stated; and the said license shall give authority to carry on and conduct the business of a public warehouse, other than a warehouse for the storage of grain for any calendar year or portion thereof, and shall be renewed annually thereafter in accordance with the laws of this State, and shall be revocable by said court upon a summary proceeding before the court, upon the complaint of any person, in writing, setting forth the particular violation of the law, to be sustained by the satisfactory proof, to be taken in such manner as may be directed by the court.

Section 14,354. The person or persons receiving a license under the provisions of this chapter shall annually file with the clerk of the court granting the same, a surety bond executed by a surety corporation authorized to do business in this State, or a bond with good sufficient security running to the people of the State of Missouri, to be approved by the said court, in the penal sum of \$25,000, or a legal liability insurance policy in the penal sum of \$25,000 conditioned for the faithful performance of his or their duties as a public warehouseman or warehousemen, and as security for the payment of all penalties and damages found and adjudged against such warehouseman or warehousemen by due course of law for the violation of any clause of this chapter, and his or their full and unreserved compliance with the laws of this State in relation thereto.

Section 14,355. Any person or persons who shall transact within a city now having or which shall hereafter have a population of 25,000 inhabitants or more, the business of storing for compensation or consideration other property than grain, without first procuring a license and giving a bond or legal liability insurance policy as herein provided, who shall continue to transact such business after such license has been revoked, or such bond may have become void or found insufficient security for the penal sum in which it is executed by the court approving the same (save only that he may be permitted to deliver property previously stored in such warehouse), shall be guilty of a misdemeanor, and upon conviction, be fined in a sum not less than \$100 nor more than \$500 for each and every day such business is carried on; and the court that issued may refuse to renew any license, or grant a new one to any person whose license has been revoked, within 1 yr. from the time same was revoked.

Section 14,356A. It shall be unlawful for any person, firm, partnership, association or corporation required by this Act to be licensed to hold himself, themselves, or itself out as a public warehouseman or warehousemen, or advertise for, or solicit business as a warehouseman without first complying with the provisions of this chapter, or to use the word "storage" in any way in connection with the business unless engaged in the storage business and licensed as a warehouse as provided by this Chapter.

Section 2. The General Assembly hereby determines this to be a revision bill under the terms and meaning of the Constitution of Missouri, Section 41, Article 4.

Cartage and Freight Charges in New Maryland Law

Cartage and freight charges have an important bearing in the computation of costs by both retailers and wholesalers in the new Loss Leader Law enacted by the last Maryland legislature.

The law prohibits the sale of any merchandise at less than cost, as defined in the act. The sections of the act bearing on cost include the following, affecting both retailers and wholesalers:

"When used in this Act, the term 'cost to the retailer' shall mean the invoice cost of the merchandise to the retailer, or the replacement cost of the merchandise to the retailer in the quantity last purchased, whichever is lower; less all trade discounts except customary discounts for cash; to which shall be added (1) freight charges not otherwise included in the cost of the merchandise, and (2) cartage to the retail outlet if done or paid for by the retailer, which cartage cost shall be deemed $\frac{3}{4}$ of 1 per cent of the cost of the merchandise to the retailer as herein defined, unless said retailer claims and proves a lower cartage cost, and (3) a mark-up to cover in part the cost of doing business, which mark-up, in the absence of proof of a lesser cost, shall be 6 per cent of the total cost at retail outlet.

"When used in this Act, the term 'cost to the wholesaler' shall mean the invoice cost of the merchandise to the wholesaler, or the replacement cost of the merchandise to the wholesaler, in the quantity last purchased, whichever is lower; less all trade discounts except customary discounts for cash; to which shall be added (1) freight charges not otherwise included in the cost of the merchandise, and (2) cartage to the retail outlet if done or paid for by the wholesaler, which cartage shall be deemed to be $\frac{3}{4}$ of 1 per cent of the cost of the merchandise to the wholesaler as herein defined, unless said wholesaler claims and proves a lower cartage cost."

Associated Grocery Convention Oct. 30

The 31st annual convention of the Associated Grocery Manufacturers of America is scheduled for Oct. 30, 31 and Nov. 1 at the Waldorf-Astoria, New York.

Economy in Distribution

(Concluded from page 16)

jobbers who accounted for 19.9 per cent of total sales in 1929, handled 15.3 per cent of total sales in 1935. Direct sales to retailers increased from 67.1 per cent of the total in 1929 to 74.4 per cent in 1935. Here again the style element enters to some extent so that it is necessary for manufacturers to maintain direct connections with retail outlets, but the lack of stock-carrying both by wholesalers and retailers plays an important part. Trunks and bags are bulky items and take up a lot of storage space in a retail establishment. It would seem that the wise manufacturer in this industry would ship in pool cars to public warehouses for distribution to retail customers in a market and at the same time maintain a spot-stock from which emergency deliveries can be made. Only the larger retail outlets are in a position to buy a carload at a time so that the method suggested would give economical distribution to the manufacturer more readily than any other way.

Many manufacturers in the leather industry have a seasonal marketing problem. This is particularly marked among certain types of shoes, trunks and bags, gloves and mittens, pocketbooks, etc. Here is where the public merchandise warehouse fits in to reduce costs of distribution for these manufacturers.

In the first place, the use of public merchandise warehouses cuts down on the amount of storage space necessary at manufacturing plants. As goods are produced, they are shipped to merchandise warehouses to be carried as spot-stocks close to their ultimate points of effective consumption. Factory storage for seasonal products is an idle investment during most of the year.

In the second place, it is generally admitted that, from an investment point of view, it is not advisable for manufacturers of seasonal products to provide all their own storage space and facilities, either at their plants or elsewhere. It is seldom wise to store all surplus production at plants because: (1) To do so, involves an investment in buildings and other facilities that would be in use only a portion of the year. (2) A serious fire, flood or storm might destroy the entire surplus stock if left at the plant. (3) A strike at the plant might prevent shipments being made. All these dangers are avoided by spreading seasonal or surplus stock among public warehouses at strategic marketing centers. When such warehouses are selected with care the manufacturers' merchandise is always available for sale at point closer to the ultimate market than the factory itself.

The use of public warehouses, moreover, gives a flexibility to any system of distribution that results in economies. For example, a manufacturer who, 6 mos. of the year requires warehouse space of 5,000 sq. ft. and the rest of the year only 1,000 sq. ft. is taking a loss in providing his own facilities which must, for the whole year, be large enough to take care of maximum requirements. He is paying, when operating his own storage space, 12 monthly rentals of 5,000 sq. ft., whereas his requirements call for 6 monthly rentals of 5,000 sq. ft. and 6 monthly rentals of 1,000 sq. ft. Should this manufacturer place his spot-stocks in a public warehouse on a package basis he would pay only for the actual amount of merchandise in storage from month to month. On the other hand, should he rent space from a public warehouse, he could do so on a lease calling for 1,000 sq. ft. with the privilege of expanding to 5,000 sq. ft. more or less on a month-to-month basis for the period in which he needed more space. The amount of storage space used in a public warehouse by any one storer may be increased, decreased, or discontinued at will. Moreover, no guarantees are required by public merchandise warehousemen as to any definite amount of storage to be used over a period of time, when goods are handled on a package basis.

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McLANE & TAYLOR

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Most Modern Equipment in North Jersey

Motor Vans for Local and Long Distance Moving

Operating Holman Warehouses

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Agent: Allied Van Lines, Inc.

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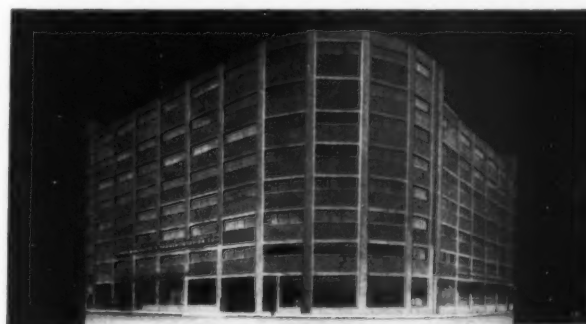
74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

**"KEEP UP WITH THE MODERN DAY
... DISTRIBUTE THE LEHIGH WAY"**



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

FACILITIES

NEWARK—MAIN OFFICE—98-108 IRELLINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6c up to 10.2c. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8c up to 16.7c. Siding on Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 10 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport services. Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

Established 1919

LEHIGH WAREHOUSE
AND TRANSPORTATION CO., INC.

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Newark Central Warehouse Co.

General Offices:

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In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

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Member of N.J.M.W.A.

Represented by
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**MANNING'S WAREHOUSE CORPORATION****FIREPROOF STORAGE**

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Household Goods Storage, Packing and Shipping.
General Merchandise Storage and Distribution, Pool
Cars Distributed
Ship via Pa. R.R. or Reading R.R.

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Until You Get An Estimate From
DALTON TRANSFER AND STORAGE COMPANY
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Members Southwest Wh. Ass'n—Maybower Wh. Ass'n.

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ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse
in New Mexico

Complete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

ALBANY, N. Y.

Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member { American Chain of Warehouses
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ALBANY, N. Y.

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FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

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"Your efforts in promoting a Traffic Management Institute are being appreciated and this appreciation will be multiplied many times in the future as other Traffic Men realize the importance of adopting the program you advocated. There are several additional services that your magazine renders which I find to be very valuable."

ALBANY, N. Y.

**Central Warehouse Corporation**

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Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

**COLD STORAGE — DRY STORAGE
DISTRIBUTION****Stuart Oil Co. Warehousing**

(Concluded from page 21)

city and high prices of fats, it became absolutely imperative that further developments be made in cutting fluids. During the period from 1917 to the present time, aided by a staff of research and laboratory workers, the company has developed a line of cutting oils, and other specialized lubricants, designed to meet all modern high-speed production methods.

**Minneapolis Warehouses in
2-Year Labor Pact**

A 2-yr. contract between employers and union workers in the Minneapolis transfer and public warehouse industries was signed July 20 by officials of General Drivers' Union 544, the Minneapolis Transfer Men's Assn., Inc., and the Minneapolis members of the Minnesota-Northwest Warehousemen's Assn. It covers 57 companies in the storage and local trucking industries and is in effect from June 1, 1939, to and including May 31, 1941.

The contract was agreed upon a week earlier by committees representing the two groups after more than 6 wks. of negotiations, during which a strike forced closing of three warehouses and one transfer company.

Under the wage and hour agreement, employees when called to work are guaranteed a minimum of 4 hrs. pay. This does not apply to household goods moving, same to be adjusted through working rules. All overtime is to be figured at one and one-half the base rate of pay. Employees whose regular shift assignment requires them to work on Sundays or holidays shall receive straight time pay for their regular Sunday or holiday hours and another day shall be assigned as their regu-

lar day off or holiday, and they shall receive overtime for all time worked on that day.

All time worked on legal holidays, such as Christmas, New Years, Sundays, etc., is to be paid for at the rate of time and one-half. Long distance household goods moving is not included.

The minimum rate of wages for employees in the various classifications shall be as follows. Employees receiving more than the minimum listed below in any classification shall not have their pay reduced.

BASE RATES OF PAY	
Merchandise Haulers	
Commercial Drivers	70¢ per hr.
Commercial Helpers	60¢ per hr.
Warehouse Workers	
Warehouse and Platform Men	60¢ per hr.
Shipping Clerk	70¢ per hr.
Receiving Clerk	70¢ per hr.
Local Household Goods Moving	
Drivers	70¢ per hr.
Helpers	65¢ per hr.
Warehouse and Platform Men	65¢ per hr.
Furniture Packers	70¢ per hr.
Heavy Hauling	
Drivers	75¢ per hr.
Helpers	65¢ per hr.
Foremen	85¢ per hr.
Cold Storage	
Warehouse and Platform Men	65¢ per hr.
Watchman	55¢ per hr.

Until hours are changed by law the following governs on merchandise haulers, local household goods moving, and heavy hauling: All hours worked over the established 8 or 10 hrs. per day and/or 48 hrs. per week shall be paid for at the rate of time and one-half, in accordance with the practices as established by the previous elections of employees.

In the case of classifications which have been affected by the wage and hour laws or which are later affected by those laws, the following procedure shall be followed in arriving at the weekly hours after being so affected by the wage and hour laws:

6/1/39 to 10/23/39	44	hrs. at straight time or base rate.
	2%	hrs. at overtime rate.
	46%	
10/24/39 to 10/23/40	42	hrs. at straight time or base rate.
	4	hrs. at overtime rate.
	46	
10/24/40 to 6/1/41	40	hrs. at straight time or base rate.
	5%	hrs. at overtime rate.
	45%	

The foregoing 46 2/3, 46 and 45 1/3 hrs. per week to be the new minimum week for senior employees affected by the wage and hours law if and when work is available except in weeks in which holidays occur.

Cold Storage		
6/1/39 to 10/23/39	44	hrs. at straight time or base rate.
	2%	hrs. at overtime rate.
	<hr/> 44 2%	
10/24/39 to 10/23/40	42	hrs. at straight time or base rate.
	2	hrs. at overtime rate.
	<hr/> 44	
10/24/40 to 6/1/41	40	hrs. at straight time or base rate.
	3 3/4	hrs. at overtime rate.
	<hr/> 43 1/4	

The above 44 2/3, 44 and 43 1/3 hrs. per week to be the new minimum week for senior employees affected by the wage and hour laws if and when work is available except in weeks in which holidays occur, this for cold storage; this industry agrees to hire only members of the union or those who agree to become members within 15 days, provided, however, that such employees will make immediate application for membership in this local.

All employees on the seniority list for 2 yrs. or longer who have been employed for 40 full weeks, or the equivalent in hours, during each of the last 2 yrs. shall be given 6 consecutive days vacation with pay in advance. The time each employee's vacation is taken shall be determined by the employer except that senior employees shall have first preference. These vacations

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BOWNE-MORTON'S STORES, INC.

RIVERFRONT WAREHOUSES

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Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATION

FREE AND BONDED WAREHOUSES
STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

BROOKLYN, N. Y.

LEHIGH WAREHOUSE & TRANSPORTATION COMPANY, INC.

Albert B. Drake, President Established 1919
BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
Sprinkler system A.D.T. Watchman. Insurance rate 8.6¢. Private siding
B.E.D.T.R. switching to and from all lines entering N. Y. Harbor. Capacity
40 cars. Motor truck platform capacity 20 trucks.
SERVICE FEATURES—U. S. Customs Bonded. Pool car distributors. Motor
Terminal and transport service; fleet of motor trucks serving metropolitan area
daily—Licensed and bonded trucks maintained to transport liquors and imported
merchandise. Dry storage and temperature controlled rooms. Dock facilities for
lighters and barges. See Newark, New Jersey for additional facilities.

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Established 1860



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Fireproof Warehouses

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"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

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When you use

So. 11th St. Warehouse in Brooklyn

you have Waterfront, Free Lighterage, the use of all Rail and Water
Facilities, Sprinkler System, Low Insurance, A. D. T. Supervision.
With an All Dependable WAREHOUSE SERVICE.

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WAREHOUSE CORPORATION

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GENERAL MERCHANDISE
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TERMINALSINTERIOR WAREHOUSES
100% HEATED—SPRINKLERED

600,000 SQUARE FEET

80 CAR SIDINGS

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BUFFALO, NEW YORK

BUFFALO, N. Y.

(Agents for Allied Van Lines, Inc.)

Fred F. Dye Fireproof Warehouse, Inc.

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OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—

Buffalo and New York City

Members B.W.A.—N.F.W.A.

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Economical Storage and Shipping

KEYSTONE WAREHOUSE CO.

SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

Served by Great Lakes Transit Corp. Steamers,
N. Y. Barge Canal Lines and all R.R.'s.
Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

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Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION
MERCHANDISE STORAGE
PRIVATE SIDING

BUFFALO, N. Y.

Let us care for your needs in Buffalo

LARKIN WAREHOUSE INC.

BUFFALO, N. Y.

Specializes in handling pool cars. Lowest insurance rates. Stores autos and No cartage on railroad shipments. rates general merchandise

GOVERNMENT BONDED WAREHOUSE

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Mayflower
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Offices—163 Georgia St.

Household Furniture—Storage and Removals—
Local, Long Distance — Special Storage and
Handling of Electrical Appliances for Merchandising Purposes.

BUFFALO, N. Y.

ASSURANCE of complete SATISFACTION is yours when
your DISTRIBUTION and STORAGE is in the hands of

THE MARKET TERMINAL WAREHOUSE

Scheelkopf & Co., Inc.

102 Perry St.

Represented by Associated Warehouses, Inc.
New York and Chicago

BUFFALO, N. Y.

GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE

Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
Dock



Financing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space

TERMINALS & TRANSPORTATION CORPORATION

275 FUHRMANN BLVD.

BUFFALO, N. Y.

are to start June 1, 1940, or at the option of the employer may be given prior to that time.

Drivers making occasional out of town trips beyond the metropolitan area as shown by a map and made a part of the agreement shall be paid a minimum of 75 cents per hour for all time spent on such trips and away from home terminal over night the provisions of article 41 shall govern. This does not apply to household goods moving until a new agreement covering this classification is signed with the Area Committee.

In article 41 of the agreement, employees when used on out of town hauls shall have all expenses paid while away from the home terminal with a maximum of \$2.50 per day. No expense shall be allowed if trip is only a 1-day trip upon which the employee is put to no more expense than if he had worked the same shift in his home terminal. Layovers caused by waiting for order, road conditions, or repairs to truck to be figured at \$4 per day to cover expenses.

F.S.C.C. Purchases for Yr. Total**1,700,000,000 Lbs.**

Preliminary reports of the Federal Surplus Commodities Corp. show that during the fiscal year ending June 30, 1939, the corporation purchased nearly 1,700,000,000 lb. of surplus agricultural commodities at a cost of approximately \$66,000,000, including freight and handling charges. These commodities, with the exception of 15,500,000 lb. of cotton and cotton ticking, were foodstuffs, and have been donated to welfare agencies in 48 states, the District of Columbia, Puerto Rico and the Virgin Islands for distribution to families on relief rolls.

During the fiscal year the F.S.C.C. purchased 38 different commodities, including 79,000,000 lb. of dried beans, 122,000,000 lb. of butter, 171,990,000 lb. of corn meal, 3,210,000 dozen fresh eggs, 1,950,000 boxes of grapefruit, 58,500,000 cans of grapefruit juice, 13,900,000 lb. of dry skim milk, 61,200,000 qts. of fluid milk, 1,800,000 boxes of oranges, 10,000,000 lb. of dried peaches, 2,264,000 bushels of white potatoes, 20,100,000 lb. of raisins, 66,600,000 lb. of wheat cereal, 178,000,000 lb. of white flour, and 61,740,000 lb. of whole wheat flour. In addition to these foods, the corporation bought 28,000 bales of cotton and 3,798,000 yds. of cotton ticking for use by the welfare agencies in making bedding.

Reports to the F.S.C.C. from the state welfare agencies show that an average of 2,800,000 families, or 10,446,000 people, received surplus foods every month during the first 11 mos. of the fiscal year. The high month of the year was March, 1939, when 3,300,000 families of 12,600,000 people were on the recipient list. The low month of the year was July, 1938, when surplus commodities were distributed to 2,300,000 families, or 8,300,000 persons.

Welfare agencies also use surplus foods in free school lunches for under-nourished children of low-income families. During the past school year an average of 640,000 children in 10,400 schools received daily lunches prepared wholly or in part from F.S.C.C. foods. March was the peak month in this program also, with 14,000 schools and 892,000 children participating.

Mo. Warehousemen's Convention**Oct. 6-7**

The 15th annual convention of the Missouri Warehousemen's Assn. will be held Oct. 6-7 at the Elms Hotel, Excelsior Springs, Mo. The program to date includes the following subjects: 5-day week for merchandise warehousemen; the 100-weight basis for assessing charges on household goods; the new Missouri warehouse law; charging for shipping service; truck rates and their effect on merchandise warehousemen; and a new intrastate tariff for household goods charges, etc.

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"We feel that Traffic Managers and Executives over the entire country owe D and W and its Editor an everlasting debt of gratitude for sponsoring the movement for the legalization and professionalization of Traffic Management. In sponsoring this movement and creating an interest that will carry it through to completion on a national basis, D and W has performed a service to its readers and to the whole business world that is of inestimable value. Another great service performed by D and W in sponsoring this movement is in making the business executive TRAFFIC CONSCIOUS."

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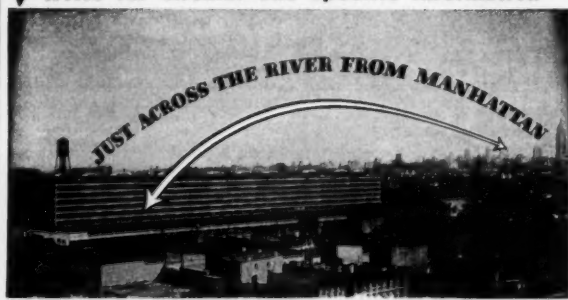
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**Isthmian in Gulf-
W. Coast Service**

Effective with the sailing from New Orleans on Aug. 12 of the "Steel Worker" and the "Steel Age" on Aug. 26, the Isthmian Line entered the westbound service from Gulf ports to the West coast with semi-monthly sailings.

Future western sailings, according to Furman B. Pearce, southern manager of Norton, Lilly and Co., general agents in the Gulf for the Isthmian steamship line, will be on about the 12th and 26th of each month from New Orleans. Increased business was given as the reason for the increase in service. The line entered the eastbound intercoastal service from Pacific ports to New Orleans about 3 mos. ago on a schedule of one sailing per month.—Drown.

Shanghai at Present

(Concluded from page 26)

Stevedoring: Stevedoring rates are as follows: Discharge from ships or lighters—\$12 to \$15 per 100 tons.

Godowns (Warehouses): These can be divided into two classes, Wharf and others.

Wharf Godowns: These are established along the wharves and are owned by companies who operate them. An arrangement exists between steamship companies and wharf godown concerns whereby cargo ex-foreign ports brought in steamers and landed at the wharves is given free storage for 10 days. Cargo ex-interior ports are allowed 15 days free storage.

The most prominent companies in Shanghai owning wharf godowns are:

The Shanghai & Hongkew Wharf Co., Ltd.
Hols Wharf.
Nippon Ysen Kaisha.
South Manchuria Railway Co.
Dollar Wharf.
China Merchants Wharf.

These godowns are of brick construction with corrugated iron roof. Recently, modern reinforced godowns have been added.

Rates—The wharf godowns have tariffs giving their rates.

Other Godowns: These are situated chiefly in the Yangtzepoo area near the wharves; the rates are lower than the wharf godowns and owners of cargo take advantage of this. No tariffs are issued and rates are not infrequently a matter of bargaining. Two to 3 cents per cu. ft. per month in normal times; 4 to 5 cents per cu. ft. per month now in the Foreign Settlement.

It is a common practice to lease part of these godowns and the rate before the war was about 50 cents to 80 cents per sq. ft. per annum. At the present it is: Eastern District—50 cents to 80 cents. Foreign Settlement—\$1.20 to \$2.00. The older buildings are of brick but a number of modern reinforced concrete buildings have been put up.

R. S. & D. Charges (Receiving, storing and delivery): These charges on cargo coming in from abroad and berthing at the wharf is paid by the steamship company. Cargo arriving by lighter at the wharf must pay these charges and they are either included in lighterage rates or charged to the owner of the cargo.

Coolie Hire: The following rates apply at the present time in Shanghai, although they are somewhat higher than at normal times: 40 cents to \$1.00 per ton.

Trucking: There is a Shanghai Truck Owners' Assn. to which the chief trucking companies belong. A very large number of trucks are, however, owned by Chinese who operate and drive the trucks themselves. At the present time rates are as follows:

From Bund to Settlement.....\$1.20 to \$1.80 per ton
From Eastern District to Settlement...\$2.00 to \$3.00 per ton

Wages, Taxes and Services

Boost Distribution Costs

The distribution of commodities in the United States costs too much, but not because of generally high profits, the Twentieth Century Fund Committee on Distribution declares in reporting its own conclusions on the basis of an extensive research report submitted to it by Paul W. Stewart and J. Frederic Dewhurst, the Fund's economists, who had been assisted in their investigation during the past 3 yrs. by a special research staff.

"The research findings," the committee asserts, "show many features of the distribution process which reveal opportunities for savings:

(a) Duplication of sales efforts, multiplicity of sales

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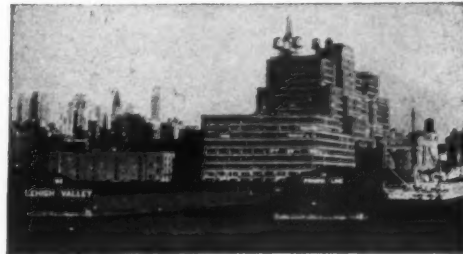
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- Floor areas, 52,000 to 124,000 sq. feet. Smaller units may be leased
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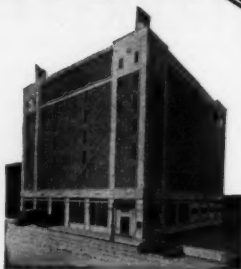
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**TRAFFIC
MANAGERS SAY**

 "Without your enthusiastic help and
 the splendid work being done by Mr. F.
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 ress could have been made."

outlets, excessive services, multitudes of brands, and unnecessary advertising—all caused by competitive conditions.

"(b) Unreasonable demands and misinformed buying on the part of consumers.

"(c) Lack of a proper knowledge of costs among distributors themselves, too great zeal for volume, poor management and planning, and unwise price policies."

"Second," continues the committee, "the research findings show how newer distribution agencies, through economies of standardized and large-scale operations have proved the inefficiency of those which they have displaced; and how other distributors have improved methods and lowered costs through a better understanding of their problems."

While recognizing that the process of distribution as a whole costs too much, the committee declared that it was impossible to say "how much too much it costs." "In other words, we can say with confidence that there is waste in distribution, but we cannot reduce it to a percentage figure—as a whole, or in any of its parts. Nor can we say that distribution is more or less wasteful than production."

In further commenting upon the conclusions which it has deduced from the research report, the committee states:

There is little evidence that general high profits are being made in the field of distribution considered as a whole. Some firms, it is true, and some of the newer branches of distribution have been conspicuously profitable. But for every outstandingly successful and profitable organization there are many that barely break even and some which operate at a loss, even in good years. In relatively prosperous 1936, for example, half of all the trading or distributing corporations in the United States showed a loss on the year's operations. Taking into account both the unprofitable and profitable, the net profits of the entire group of corporations engaged in trade amounted to little more than 2 per cent on their sales. For every one of the 149,866 trading corporations reporting to the Treasury, the Census shows there are perhaps ten individuals and partnerships in the field of distribution. These are smaller on the average, and probably less successful than the corporations. Considering the fact that published figures on distributors' profits are probably somewhat over-weighted with the larger and more successful firms the research staff estimated that the elimination of the net profits of distribution all along the line from primary producer to consumer would result in an average saving of no more than 3 cents out of every dollar paid by consumers for finished goods.

It is safe to conclude, therefore, that if distribution does cost too much it is not primarily because of "profiteering" but for other reasons. As a matter of fact the research findings show that most of what distributive agencies receive for their services in getting goods into the hands of buyers is represented by payments of wages and salaries. A large part of what the consumer pays for the wholesale and retail processes goes for wages and salaries of workers directly employed by distributive agencies. And most of the remainder, paid for rent and maintenance, heating, light and power, taxes, supplies, etc., also finds its way into the payrolls of the agencies supplying these services.

It must be remembered that distributors have little or no control over many of the ultimate real costs of distribution. Taxes paid by distributors—as well as by the general public—go to support government activities such as those of the Federal Trade Commission, the Department of Commerce and various state and local agencies, which are concerned with the promotion or regulation of distributive agencies and operations. Consumers themselves bear part of the costs of distribution involved in the time and energy they spend in shopping for goods.

So far as distributors are concerned, however, it is clear that if distribution costs are to be reduced, the largest economies will have to come from savings in expense, which means chiefly payments for services rendered to their customers directly or indirectly by persons employed by distributive agencies. Obviously reduction of distribution costs by drastic cutting of wages and salaries is not administratively possible, socially desirable, nor politically practicable. Hence if the cost of distribution is to be reduced economies must be gained either by eliminating functions and services now offered by distributors or by performing these functions more economically and efficiently.

A program of specific recommendations for increasing the efficiency of distribution is being formulated by the committee, according to Evans Clark, executive director of the fund.

Institute's First Birthday

(Concluded from page 40)

field of service, and therefore should not seek to control the proposed institute.

Traffic managers who have most at stake are the logical sponsors of a professional organization for their profession and not the N.I.T. League or Associated Traffic Clubs. If state councils are organized and officers are duly elected by the assembly, surely the president of the state council will not be guilty of selfish interest or one-man rule. The fact that state conventions more largely represent the members of a state than national conventions will offer greater protection against national clique groups, executive committee, close corporation, or one-man rule.

Delegates from state assemblies to national assemblies must remember that the boys back home will expect a report. Officers of national conventions, elected by those who are nearest in mileage to the point of the assembly, can hold important questions in abeyance.

To the traffic managers in every state, I send this challenge, "If you believe your profession is worthy of big ten profession recognition, the kind of recognition that makes it impossible for bookkeepers to add the C.P.A. designation after their names until they have met the requirements, and that will make it impossible for shipping clerks or freight solicitors to add C.T.M. or certified traffic manager after their names, until they have met the requirements, you must of necessity support the state legislative recognition program."

Your non-support makes you guilty of holding back or in abeyance:

1—Protection to the public or business executives who are at present unable to determine the fitness of an applicant for a traffic manager's position.

2—Protection to traffic managers, for as long as shipping clerks can call themselves traffic managers, the standard of the profession will not be raised and some real traffic managers will continue to receive little better than shipping clerk's salaries.

DandW is trying to help you. State and city key men in almost every state are trying to help you.

The writer, even though he has lately passed through troubled waters and many sleepless nights, is doing his best to comply with the instructions received a year ago, to stay on the job until the "dream comes true."

How about you traffic managers who have not fallen in line? Why not support this important work by joining up with your local or state organization. Write me or DandW, and you will be given full facts.

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AMERICAN STORAGE & WAREHOUSE CO. CHARLOTTE, N. C.

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Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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70 Cherry St., Akron, Ohio
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WAREHOUSING**POOL CARS TRUCKING**

Let us reduce your distribution costs.

Member: Ohio Warehousemen's Assn.



CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

1035-55 Flint St.
(Flint, Cortland and Hoefler Sts.)
Merchandise Storage Pool Cars
Penn. R. R. Siding Inter-City Truck Depot



CLEVELAND, OHIO

"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION

RELIABILITY — are found at
THE GREELEY-GENERAL WAREHOUSE CO.
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th St.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading platform.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. R. Thomas, Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

TEL. CHERRY 4170

NATIONAL TERMINALS CORPORATION
1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on
Cleveland's Water Front
Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse

CLEVELAND, OHIO

CITY-WIDE SERVICE
IN CLEVELAND

Our eight modern warehouses in the
better neighborhoods of Greater
Cleveland enable us to give you un-
surpassed service.

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

The NEAL
STORAGE COMPANY
CLEVELAND OHIO

CLEVELAND, OHIO

The OTIS TERMINAL WAREHOUSE
HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rates;
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

General Offices 1340 West Ninth St.

CLEVELAND, OHIO

IN ALL ITS RAMIFICATIONS STORAGE
OF
MERCHANDISE AND ITS DISTRIBUTION

RAILWAY WAREHOUSES, Inc.

IN
CLEVELAND, OHIO

Surpass Competition in This District
FOR

Facilities, Service and Security

Fireproof Sprinklered Warehouses Most Centrally
Located and Free from All Traffic Hazards
and Congestion

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHOENIX 4-0900 1575 NEWBURY AVE. BIRMINGHAM

Waterways and Terminals

(Continued from page 11)

Lake Ore Fleets 68 Per Cent Prepared

With five ore fleet operators reporting 100 per cent of their boats in commission as of July 15, a total of 206 boats or 68 per cent of the total of 302 boats available were in use as of that date, according to a report compiled by M. A. Hanna Co.

This compares with 195 boats in commission or 64 per cent of the 302 boats a month ago and with 126 or 41 per cent of the 308 boats a year ago.

Companies which reported 100 per cent of boats in commission were Buckeye Steamship Co., M. A. Hanna Co., Interstate Steamship Co., Reis Steamship Co. and D. Sullivan & Co.

Of total trip capacity as of July 15 amounting to 2,750,440 tons, 71 per cent or 1,945,740 tons were in commission.

Use New Ohio River Terminal

Gasoline shipped from Pittsburgh in Ohio River tank barges to the American Oil Co.'s recently completed East Liverpool, Ohio, terminal and storage plant is now being distributed for the first time to Akron, Youngstown, Canton, and other Ohio cities at a saving of many thousands of dollars annually in freight charges.

These eastern Ohio cities previously received gasoline through the American Oil Co.'s pipe line from Philadelphia to Pittsburgh and from Pittsburgh in railroad tank cars. The new East Liverpool plant enables the firm to ship its gasoline from the Pittsburgh pipe line terminal to the Ohio market in barges, saving about 1/2 cent a gallon over tank car shipments, then shipping it to metropolitan centers via truck. The steamer Shawnee of the Campbell Transportation Co. had the honor of delivering the first barge load of gasoline at East Liverpool recently. Another new terminal on the Ohio River was recently opened by the Jones & Laughlin Steel Corp. at Madison, Ind., where steel products shipped by barge will be delivered inland by trucks.

Baltimore Loses Trade

The Port of Baltimore handled approximately 12,000,000 tons of cargo in the calendar year 1938, according to advance figures supplied by the United States Maritime Commission. Reflecting unsettled domestic and overseas conditions, the port's volume of business last year declined about 20 per cent from 1937, although some of the individual trades made a better showing and a number of impressive commodity totals were produced.

Last year's exact trade volume at the port amounted to 11,798,848 cargo tons, with inbound business totaling 8,957,904 tons and outbound 2,840,944 tons. In the foreign trade there were 4,417,971 tons of imports and 1,158,371 tons of exports. Intercoastal business showed 333,980 tons inbound and 509,509 tons outbound, while coastwise traffic amounted to 4,093,865 tons inbound and 1,019,346 tons outbound. The port's trade with non-contiguous possessions aggregated 112,099 tons of inbound freight and 153,718 tons outbound.

Baltimore's imports in 1938 consisted of 3,464,730 tons of dry cargo and 953,241 tons of tanker cargo.

Sault Ste. Marie Locks

Freight Shows Advance

Freight carried through the Sault Ste. Marie locks in the Great Lakes totaled 8,622,414 tons in June, nearly 3,000,000 tons over the mark for May and more than

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company

55-85 Terminal Way Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.

426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
LET US SERVE YOU AT
COLUMBUS

COLUMBUS: — Ideally located for your stocks in Central West.
THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus on route No. 40 en your way West or East. We invite inspection; no obligations.
SERVICE: — For the most exacting. No account too complicated.
Let us serve you at Columbus.
PRIVATE SIDING ON N. Y. CENT. RY.—14-car capacity.
U. S. Customs Bonded



A D T System

The Merchandise Warehouse Co.

370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

The NEILSTON STORAGE CO.

260 EAST NAGHTEN ST.

Modern fireproof warehouse for merchandise—Low Insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

COLUMBUS, OHIO

J. W. PATTON L. D. PATTON

THE PATTON WAREHOUSE

96 MAPLE ST.

Located in the heart of the wholesale district. Modern fireproof building for merchandise storage. Pennsylvania Ry. Siding — Local Distribution — Pool Car Distribution

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio

Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage. Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

TRAFFIC
MANAGERS SAY

"You should have the whole-hearted gratitude of all Traffic Men for having taken hold of this project in such an efficient and effective manner."

For the convenience of shippers, this section is arranged geographically

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WAGNERS SERVICE, INC.
 Pennsylvania Railroad and Lowry Ave.
 A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.
 Member of A. W. A.

TOLEDO, OHIO

WILLIS DAY STORAGE CO.
 2 WAREHOUSES
 Merchandise and Household Goods Storage,
 Moving, Packing, Shipping
 Distribution of Pool Cars
 Member of May WA—OFWA—TOL—CA
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**GREAT LAKES
 TERMINAL WAREHOUSE CO.**
 321-359 Morris Street—Toledo, Ohio
**GENERAL MERCHANDISE
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 Complete Warehouse Facilities
 Private Sidings NYC and B&O RR's A.D.T. Service
 Represented by
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 OF WAREHOUSES 53 W. Jackson Blvd.
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TOLEDO, OHIO

Merchants and Manufacturers Warehouse Co.
 15-29 So. Ontario St.
 Center of Jobbing District
 Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—
 Private siding—Free Switching—Merchandise Storage—Pool Car Dis-
 tribution—Negotiable receipts—Transit Storage Privileges—Low In-
 surance Rates—City delivery system.

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 OFFICE: 247 MORRIS STREET
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 Most Economical Warehouse and Distribution Services Via Water, Rail
 and Truck Are Available Through Toledo's Best Located Most Accom-
 modating Warehouses and Docks.
 Two Private Docks Capable of Serving Any Size Boat on the Lakes.
 Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

"QUICK SHIPPERS"
**TOLEDO TERMINAL
 WAREHOUSE, INC.**
 128-138 VANCE STREET, TOLEDO, OHIO
 Merchandise storage . . . Pool car distribu-
 tion . . . Fireproof . . . Private siding Nickel
 Plate Road . . . Free switching . . . Nego-
 tiable receipts . . . Transit storage arrange-
 ments . . . Motor truck service . . . Located in
 Jobbing District . . . U. S. Customs Bonded.
 MEMBERS: American Warehousemen's Association
 Ohio Warehousemen's Association
 Toledo Chamber of Commerce
 Represented by
 NEW YORK BILLED DISTRIBUTION INC. CHICAGO
 11 WEST 43RD ST. PHIL 6-0966 1325 NEWBERRY AVE. MON 3-533

3,000,000 tons above figures of a year ago. Iron ore and coal shipments showed the greatest increases, while wheat and other grains decreased. Iron ore shipments totaled 5,879,855 tons, an increase of 2,035,301 tons over May. Soft coal traffic showed an increase of nearly 1,000,000 tons over May. Wheat shipments dropped from 32,494,106 bu. in May to 25,552,938 bu. in June.

New York Barge Rates

Barge and motorship lines operating between New York and Buffalo via the Hudson River and the barge canal are not common carriers by water in interstate commerce and hence subject to filing of their rates with the Maritime Commission, according to a proposed report submitted by Maritime Commission Examiner C. O. Arthur in the docket 509 proceedings brought by the New York Marine Co. against the Federal Motorship Corp., Ford Motor Co., W. E. Hedger Transportation Corp. and others. The examiner recommended that the case be dismissed.

The case was heard by regulations division chief L. C. Nelson on complaint that these carriers had themselves out to provide freight transportation between points in different states. The proposed report contends that the respondent carriers do not operate on regular routes and that merely because they inevitably transit the barge canal and Hudson River in plying between points on the Great Lakes and on the Atlantic seaboard they are not on regular routes inasmuch as the law specifies "on regular routes from port to port." The proposed report stated that so long as these carriers reserve and exercise the right to accept or reject freight and take freight from and to varying ports without regard for schedule they are not common carriers subject to the act.

According to Washington advices there is a chance that the maritime commission will reverse the proposed findings of the examiner.

Dolomite Corp. To Reorganize

A petition by Dolomite Marine Corp. for authority to reorganize under the Chandler Act has been approved by Federal Judge Harold P. Burke. Assets of \$800,736 and liabilities of \$379,753 were listed. Recently Judge Burke made permanent the trusteeship of Rochester Shipbuilding Corp., a Dolomite subsidiary.

Oranje Shows High Speed

On its trials off the Scottish coast the motorship Oranje latest addition to the Nederland Line, developed a speed of 26 knots. She had been rated at 21 knots service speed. The ship has three screws, with a 12,500 hp Diesel, direct-coupled to each screw. Accommodation is provided for 747 passengers in four classes and for general and refrigerated cargo. The vessel has a gross register of 20,000 tons. She is to make her maiden trip to the East Indies early in September.

Houston's Good Showing

Based on its showing for the first half of this year when its commerce showed a gain over the same period of 1938, officials of the Port of Houston report that it is, according to the present outlook, headed for a new all-time record this year. In the first 6 mos. Houston handled 13,599,107 tons of commerce, while in the 1937 period the total was 13,378,286 tons.

Port of Detroit Authority

Harry D. Fenske, traffic director of the Great Lakes Steel Corp., was elected chairman of the Port of Detroit Authority at a reorganization meeting recently. Two new members of the Authority, Wm. R. Telford and Ray Fohey, took their places at the meeting, filling vacancies caused by the deaths of Wm. F. Bradley and

(Continued on page 78)

MUSKOGEE, OKLA.

MUSKOGEE TRANSFER & STORAGE CO.
Merchandise and Furniture Storage
Pool Car Distribution

The only Fireproof Storage Warehouse in Muskogee

Private Siding Free Switching
Member N.F.W.A. Agent Allied Van Lines

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Colonial Warehouse and Transfer Co.Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET

OKLAHOMA CITY, OKLA.

Commercial Warehouse Co.

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Exclusive Merchandise Storage
Pool Car Distributors

Free Switching 14c. Insurance rate



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OKLAHOMA CITY, OKLA.

1889—1939

O. K. TRANSFER & STORAGE CO.HOUSEHOLD
GOODS
MERCHANDISEMEMBERS
DIST. SERVICE,
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GENERAL WAREHOUSING AND DISTRIBUTION

PORTLAND, ORE.

LET LYON GUARD YOUR GOODSCarload
DistributorsSEATTLE PORTLAND, Ore.
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Member of A.W.A.—S.W.A.

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Free Switching 50,000 Sq. Ft.
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Fireproof

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General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS
Our private siding is served by all railroads
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ESTAB. 1888

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MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTIONBrick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System, Insurance Rate 14c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail
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Established 1868

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U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

OKLAHOMA CITY, OKLA.

RED THE BALL

(INCORPORATED)

TRANSFER

RED BALL

STORAGE

Fireproof Warehouse for Mer-
chandise and Household Goods
Automatic Sprinkler System
Offices and Warehouse
285-315 East Grand AvenueWe Solicit Your Accounts for
Transfer and Storage
Members of American
and National Warehousemen's
Associations

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATIONPool Cars and L. C. L. Distribution to the Pacific Northwest and
Inland Empire with Free Pick Up and Delivery Service to All Main
Points. Route your shipments Via Water or Rail to us.**PIHL TRANSFER & STORAGE CO.**

1231 N. W. Hoyt St. Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

OKLAHOMA CITY, OKLA.

OKLAHOMA CITY'S FINEST WAREHOUSES**RELIABLE VAN & WAREHOUSE CO.**HOUSEHOLD GOODS STORAGE
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
Moving — Packing — StorageMixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHESE CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

TRAFFIC
MANAGERS SAY

"I am greatly interested in the organization of an Institute of Traffic Management. I hope that you will keep the good work up, and that our efforts will bring about, along with the others, a realization of such an Institute as is proposed."

BETHLEHEM, PA.



ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.

400,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSE-
HOLD STORAGE

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE CO.
15th Avenue, North of Broad Street, Bethlehem, Pa.

HARRISBURG, PA.



Pool Cars
Efficiently
Handled
Merchandise
and
Household
Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Siding Agent for Aero Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's
Association, Penna. Furniture Warehousemen's Association, Penna.
Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE
GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.
MERCHANDISE WAREHOUSE L.V.R.R. SIDING
Storage in Transit Pool Car Distribution
Packing — Shipping — Hauling
Fireproof Furniture Storage
Est. 1915 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

TRAFFIC
MANAGERS SAY

"The writer has been reading D and W for years and as the magazine gets older it becomes more and more necessary to matters of transportation in our business. Your efforts toward placing Traffic Management in a profession and putting it in the sphere where it belongs are certainly commendable."

LANCASTER, PA.

LANCASTER STORAGE CO.
LANCASTER, PA.
Merchandise Storage, Household Goods, Transferring,
Forwarding
Manufacturers' Distributors, Carload Distribution, Local
and Long Distance Moving
Members May. W.A.—P.F.W.A.

PHILADELPHIA, PA.

Member of PWA—PhilaWa
COMMERCIAL WAREHOUSING CO.
Meadow & Wolf Streets
Thoroughly Modern Facilities—Customs Bonded
Complete Warehousing Service for Storage
& Distribution of General Merchandise,
Distribution of Merchandise & Household Goods Pool Cars

PHILADELPHIA, PA.

Est. over 50 years.
FENTON STORAGE CO.
Absolutely Fireproof 46th and Girard Ave.
Cable Address: "Fento"
P. R. R. Siding
Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses
General Offices—1811 Market St.
Agent for Allied Van Lines, Inc.
BUS TYPE VANS for speedy delivery anywhere. We distribute
pool cars of household goods. Prompt return.
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES
Executive Offices—708 So. Delaware Ave.
General Merchandise Storage and Distribution
1. S. Bonded and Free Stores
Direct Railroad Siding: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for
city and suburban deliveries

**Phila.-Spain Service
Resumed**

Service to Spanish ports from Philadelphia has been resumed, according to the Foreign Trade Bureau of the Philadelphia Chamber of Commerce. The M. S. Cypris, of the France-Iberian Line, formerly the Fabre Line, recently sailed from Pier D, Port Richmond. The ship was booked to call at Vigo and Cadiz, Spain, and on Aug. 17 the M. S. Ingria was to sail from Philadelphia to Barcelona, Spain. Through bills of lading will be issued to other Spanish ports, Spanish Morocco and the Balearic Islands. These sailings will be in addition to the regular bi-monthly service, with calls at Leixees (Oporto), Portugal; Lisbon, Portugal; Casablanca, Morocco, and Marseilles, France.—*Lansing.*

**Merchants & Miners Buys
Pier from B. & O. Subsidiary**

The Merchants and Miners' Transportation Co., Baltimore and Philadelphia, has purchased Pier 22, South, Pine St., Philadelphia, from the Schuylkill River East Side Railroad Co., a subsidiary of the Baltimore & Ohio Railroad, for a reported price of \$250,000. The pier, which is assessed at \$381,000 has been leased by Merchants and Miners for the last 7 yrs.

According to Mr. Mawson, activities at Pier 22 South,

Key Center of the Big Eastern Market



MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

13 large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

Special accommodations for household goods shipments.

WRITE FOR PARTICULARS

TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

2,100,000 Square Feet

MERCHANTS WAREHOUSE CO.

10 Chestnut St. Phone: LOM. 8070

11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

PHILADELPHIA, PA.

22 Modern Warehouses

CENTRALLY LOCATED in all leading business sections . . . close to piers . . . direct connections with all R.R.'s . . . and our own fleet of 22 modern transports.

OVER 1,000,000 Sq. Ft. of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

SHIPPING to and from all eastern markets and world ports.

WRITE for particulars regarding many valuable services offered.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia
WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1934
J. W. Terreforte, 290 Park Ave. Tel., Plaza 3-1235
CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

which is a single-deck structure having connections with the railroad belt line along Delaware Avenue and also facilities for handling trucks, will continue as in the past, without change in the operating schedule. Merchants and Miners, in addition, owns Piers 18 and 20 South, and uses Pier 16 South, which it leases from the city.

Pier 22 South is 600 ft. long by 155 ft. wide and is used to handle most of the company's Southern freight. —Lansing.

Phila. Fire Marshal Creates Squad to Inspect Warehouses

A special "check-up squad" to inspect not only all storage warehouses in Philadelphia, but likewise all the garages, has been ordered created by the fire marshal. This step has followed in the wake of three (Concluded on page 87)

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—84
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

PITTSBURGH, PA.

Ed Werner Transfer and Storage
1917-19 Brownsville Road Pittsburgh, Pa.

Household Goods Storage

Consign shipments via PRR—Lake Erie RR—B & O RR
Long Distance Moving

Agents for Allied Van Lines, Inc.
Member of N.F.W.A.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**
(Established 1918)

100% Mack Equipment

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

Waterways and Terminals

(Continued from page 74)

John C. Cahalan, Sr., Alvan Macauley, Jr., was elected vice-chairman and Fohey was named secretary. Discussion of the annual report and budget was held over until the next meeting.

Funds for Intracoastal Canal

Funds for completing the Intracoastal Canal to Corpus Christi, Tex., which will result in an inland waterway from the Mississippi River at New Orleans to that Texas port, have been made available through the signing in Washington of the rivers and harbors and flood appropriation bill. The bill carried an item of \$975,000 which will take care of an intervening link between Freeport and Matagorda, Tex. The sections from Galveston and Freeport and Matagorda and Corpus Christi have already been placed under construction contracts. The completed sections of the canal, notably from New Orleans to Galveston Bay are carrying heavy tonnages of steel and steel products, including oil well pipe, petroleum and many other commodities and manufactured articles.

Quebec Port Traffic Declines

A decrease in June of 10,000 in the number of steamship passengers traveling through Quebec port compared with the corresponding month last year was reported by Louis Beaudry, port manager. In June 5,176 passengers went through Quebec. Cargo tonnage handled by the Port of Quebec was 195,053, compared with 221,607 in June, 1938.

Lake Pulp Shipments Increasing

Evidence of the increasing direct shipment of woodpulp from overseas to the Great Lakes is seen in the sailing of two freighters from Drammen, Norway, in July for the Lakes. They were the Granli II and the Makefjell. The Vigor, another foreign ship, unloaded pulp at Itasca, a suburb of Duluth.

Mississippi Barge Line Earnings

Mississippi Valley Barge Line in an unaudited report for the month of June discloses earnings of \$42,927 after charges, but before estimated Federal income taxes of \$7,778, as compared with earnings on the same basis in June, 1938, of \$32,931 before estimated Federal taxes of \$5,565. Earnings for the first 6 months amount to \$234,573 after charges, but before Federal taxes of \$38,750, and before deduction of \$4,850 for adjusted 1935 income taxes and interest, as compared with \$100,142 in the first half of last year before Federal taxes of \$16,924.

Diesel Freighter on Lake Run

The Prins Willem III, of the Dutch Oranje Line, first Diesel-motored freighter to enter the Great Lakes to Europe trade, was expected in Detroit on her maiden voyage late in August or early in September. This is the second new ship added to the line this year, the Prins Willem II having reached Detroit on her maiden trip in mid-June. The Prins Willem III is a single screw, 2,000 hp. vessel designed for a cruising speed of 15 m.p.h., and she will be a bit wider and deeper than the other Oranje vessels. With less speed needed for fuel, she will have the largest cargo in the fleet, with a capacity of 3,000 tons at sea draft. There will be 12 passenger cabins and a passenger dining salon. The 28-yr.-old owner of the line, Anthony Veder, may make the maiden trip.

Federal Control of Water Carriers Is Opposed

The Detroit Board of Commerce has notified members of the House Committee on Interstate and Foreign Commerce of its opposition to the extension of Federal regulation over water carriers. The board's letter stated that it is "primarily against the placing of contract water carriers on the Great Lakes under any system of restriction of the right to operate and supervision of rates and charges." Ninety per cent of traffic moving on the Great Lakes is confined to five commodities—grain, iron ore, limestone, coal and petroleum products, the board said, and "regulation over the carriers of these commodities on the Great Lakes cannot possibly be beneficial to industries in this region."

Standard Water Terminal Planned for Milwaukee

Newest in a long string of Great Lakes oil terminal plant projects is that of Standard Oil Co. of Indiana for a terminal on Jones Island in the Milwaukee harbor, site of numerous other large plants of a similar nature.

The Milwaukee harbor commission has approved lease of 9.5 acres to the company, having an option for a 10-yr. lease extension. It is stated Standard plans expenditure of \$300,000 on the plant, which will include seven storage tanks with capacity of 9,283,000 gals.

Favor Texas Ports Joint Rate Plea

An Interstate Commerce Commission examiner recommended recently that the ports of Corpus Christi and Beaumont, Tex., and Lake Charles, La., receive freight rate equality with the ports of Galveston and Houston, Tex., and New Orleans, La.

Examiner Frank M. Weaver would force railroads and steamship companies to establish joint through rates on freight moving through Corpus Christi, Beaumont, and Lake Charles from the eastern seaboard to the Southwest.

This freight now moves under combination rates which are higher than the joint rates applying to Galveston, Houston and New Orleans.

Coffee Storage Time Order Enforcement Is Postponed

Postponement of the effective date of its order covering allowance of free time on coffee stored on piers until August 1, was announced by the Maritime Commission.

Previously, the order, entered March 23, had been postponed until July 15 to avert confusion in the coffee trade.

Meanwhile, court action has been taken by certain carriers concerned in the case seeking annulment of the Commission order. They are alleged to have stated that they would not comply with the order until the court decision was reached.

The latest postponement of the effective date of the order was announced pending decision of the court in order to prevent confusion between carriers and consignees of coffee, it was stated.

Taking Pig Iron From Lakes

The Maud Thorden, only Finnish ship ever to trade on the Great Lakes, which brought a cargo of overseas pulp to Detroit early in July, loaded pig iron at Port Colborne for Vasteras, Sweden. This is a reversal of cargo flow, since for the last 6 yrs. three or four Swedish ships have been bringing Swedish iron ore from Lulea, Sweden, by way of the Norwegian port of Norvik, to Canada.

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"I would like to state also, that your D and W magazine has been very instrumental in our organization here, and a great many of its ideas have been used when some of your articles were used at our meetings. Keep on pushing the cause and if there is any way we of the Missouri Society of Industrial Traffic Managers can influence other Traffic Managers in the Country through the medium of your publication, do not hesitate to let us know."

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Bulk Edible Oils

What is understood to be the first cargo of bulk edible oil arriving at Chicago from Europe will come on two vessels of the Oranje Line. The shipments will consist of sesame oil from Rotterdam, and total approximately 450 tons. The first shipment will come forward on the steamer Prins Mauritz, arriving Sept. 19, and the balance on the steamer Prins Frederik Hendrik, arriving Oct. 3.

Montreal Recedes As Grain Ship Port

Montreal as a grain port seems, in the phrase of one veteran waterfront observer, "to be taking an awful beating this year" in the way of tramp grain ships. Thus far, of the approximate 70 ships going out of the St. Lawrence loaded with full or nearly full grain cargoes, only about 10 have been from Montreal.

The publicly-owned elevators at Montreal and Quebec are taking quite a defeat at the hands of the privately-owned elevators in Sorel and Three Rivers. The figures speak for themselves. Here they are, in approximate numbers of tramps handled: Montreal, 10; Sorel, 48; Three Rivers, 12; Quebec, 0. Total 70.

This means that Montreal instead of getting over 50 per cent of the trade, is securing only a bare 14.3 per cent of the grain. The worst year Montreal ever had was last year, as far as proportions are concerned, and she still managed to squeeze out 61 per cent of the total grain exported. It is quite likely that she may approach this figure again—or even better it—from the standpoint of grain handled, thanks to small parcels put aboard big liners, but certainly as far as the grain exports by full cargoes are concerned, Montreal is running behind either Sorel or Three Rivers.

Thus two of the elevators out of Montreal's four are either closed or running very short time. One worker complained that the average time he had received all year was 30 hr. a week. This, from a great grain port

like Montreal, is not very much. Meanwhile, Vancouver boasts of its big season. The latest report from there is to the effect that the total exports for the crop year are 39,854,374 bu. against 12,418,361 bu. for the same time in 1938.

Quebec has been faring even less well. Always rather a slack grain port, it has shriveled to nothing this year. Last year she got rid of about 12 cargoes or 3,000,000 bu., approximately, of grain, mostly American.

Sorel is going at it hammer and tongs, and having a real season. Few people ever thought they would see the day when Montreal would have only 10 ships to Sorel's 48, but that has happened. The little elevator down there is going full blast, and has handled 12,000,000 bu. of grain. There have been years in the past when the Richelieu port hardly managed that much in a full year.

Three Rivers is barely ahead of Montreal, but they have also some ships that did not load full cargoes. They, however, seem to have handled more tramps than Montreal. The privately-owned elevators seemingly can attract business where the government ones cannot.

As one shipping man said: "I would rather have the business come to Montreal, where I have my office, than see it go down the river. But after all, I have to live, and they seem to be able to make a go of it this year, and the government seemingly cannot induce grain to Montreal."

"It is," said another man, "a fine example of the difference between public and private ownership."

Seek New Orleans Supply Base

Establishment of New Orleans as a supply and storage base for war materials purchased abroad under a bill now pending before the United States Senate is sought by A. W. Parry, Jr., of Lykes Bros. Steamship Co., as chairman of the foreign trade committee of the New Orleans Assn. of Commerce. The bill provides for the purchase of \$25,000,000 of basic war materials. The War Dept. has a large quartermaster corps warehouse at New Orleans now partially occupied by private industry under cancellable leases.

Green's Lake Directory Issued

The 31st edition of Green's Marine Directory is being distributed to vessel men on the Great Lakes, with plans now being made for the publication of the 1940 issue by next April 15, according to Fred W. Green, publisher.

Canadian Canal Traffic

Welland Canal traffic in June increased to 1,580,403 tons from 1,459,455 a year ago. Wheat increased by over 8,000,000 bu., coal by 87,000 tons and iron ore 65,000 tons. Sault Ste. Marie Canal traffic increased to 8,622,414 tons from 5,363,780. Iron ore almost doubled and wheat jumped to over 25,000 bu. from over 7,000. On the other hand, St. Lawrence Canal traffic declined from 1,194,399 tons to 1,161,230. Corn was the main factor in the decrease.

Privately received advices from Europe state that the Swedish American Lines has ordered construction of two small Diesel cargo vessels which, beginning with the 1940 season, are to be operated in service between Great Lakes' ports and Sweden.

Export Traffic

The freight traffic managers committee of the Trunk Line Assn. during its July meeting in New York considered proposals for important revision of storage rules and charges on export traffic at North Atlantic ports. The proposal in substance provides that the free time period on export traffic, wherever now shown as 15 days be changed to 10 days and that in the event of this rec-

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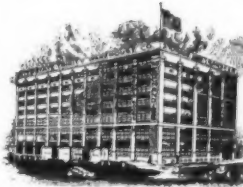
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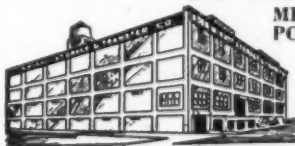
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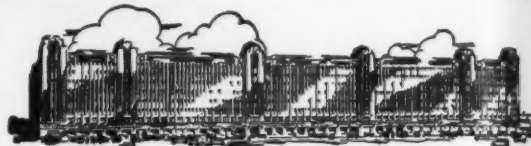
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ommendation being made effective, arrangements with
the so-called agreement steamship lines or operators be
modified accordingly.It is also proposed that in addition to reducing the
free storage time on export freight to 10 days a charge
of 1 cent per 100 lb. will be made for the first 10 days
or fraction thereof following the free time and a
further charge of ½ cent per 100 lb. for each succeed-
ing 10 days or fraction thereof. At the present time in
addition to 15 days' free storage the railroads at the
eastern ports make a charge of 1 cent per 100 lb. for
each 5 days or fraction thereof up to 30 days and for
the next 30-day period a charge of 1½ cents per 100
lb. for each 5 days or fraction thereof.**Patrick Absorbs Union
Transfer & Storage**The Patrick Transfer & Storage Co., Houston, Texas,
has absorbed the Union Transfer & Storage Co., the
same city. The latter company was established in
1911 under the leadership of L. G. Riddell, who served
in the capacity of president and manager. Opera-
tions were started with four horse-drawn vehicles.
Today the company has a modern fleet of trucks of
all kinds to serve for merchandise and household goods
hauling.Upon Mr. Riddell's death in 1936, Mrs. Hazel G.
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O. K., Lawton, Okla.,

Has New Owner

The O.K. Transfer and Storage Co., 618-20 D Ave., Lawton, Okla., operated for the past several years by E. C. Parks, was purchased recently by P. W. McWhorter, Lawton business man.

According to the new owner, business will continue at the present location where the 50 by 150-ft. fireproof structure affords ample space for large scale storage of merchandise and household goods.—Van Horn.

**Gales Transfer, Des Moines,
Expands Van Fleet**

Completion of a program of expansion and improvement started recently by Gales Transfer & Storage Co., 414-418 E. Grand Ave., Des Moines, Iowa, is announced.

The Gales improvement program includes trucks and equipment, and several additional units have been added. Equipment also was purchased for moth-proofing storage lots, and storage facilities have been increased. Lou E. Boldes is general manager of the company; Russell C. Minear, manager of the freight cartage and city delivery work, and Norman L. Clow, manager of household goods removals and storage.

The company was recently made agent for Des Moines and central Iowa by the National Delivery Assn., Washington, D. C.

**General Foods to Pay
\$7,000,000 Rental**

At a rental of \$7,000,000, the General Foods Corp., which has been 14 yrs. in the Postum Bldg., northwest corner of Park Avenue & 46th Street, New York, has

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decided to continue there for 26 yrs. more. About 110,000 sq. ft., more than one-third of the 20-story structure, is involved in the deal, which was marked as one of the largest lease renewals closed for space in many years. The structure was named the Postum Bldg. for the General Foods Corp., makers of Postum.

Wis. Saves on Social Security

The Wisconsin Legislature on Aug. 11 passed the Dual bill, which extends to state employers the savings which are made possible by recent amendments to the Federal Social Security Act passed by the last Congress. The bill, it is claimed, will save 10,000 Wisconsin employers more than \$750,000 a year starting in 1940, in contributions otherwise payable under the act which it amends.—W.T.N.B.

Theodore Brent Plans New Warehouse At Pensacola

Plans for construction of a \$25,000 warehouse on Palafox Wharf on the waterfront at Pensacola, Fla., for storage facilities for the Coast Transportation Co. were discussed at a recent meeting of the docks committee of the Pensacola city council, with Theodore Brent, president of the transportation company, and Stanley Le Court, engineer.

Ben Deike in Closed Shop Labor Agreement

The Ben Deike Transfer Co., Mankato, Wis., in its new contract with Local 487 of the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers, agreed on June 24, has a closed shop agreement, or rather a preferential shop which gives the company the opportunity of hiring men when the union

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cannot supply them. The contract also calls for a 48-hr. week with time and one-half for overtime and Sundays and double time for holidays. Previously, the company was on a 54-hr. week with time and one-third for overtime.

The acceptance of both parties of the new contract was made a few hours before the expiration of the 10-day period of negotiation which is prescribed under the terms of the state's labor relations act. Thus a strike was averted.

Garvey & Frasher Transfer, Gainesville, Tex., Changes Hands

Garvey & Frasher Transfer, Coal & Storage, Gainesville, Tex., has been purchased by Lloyd Roane. The business has been operated by B. P. Garvey and Fred

Fraser for the last 30 yrs., and by Garvey for 3 decades previously.

Mr. Garvey, now 83 yrs. old, entered the transfer business 60 yrs. ago. He started with a team and wagon. Later, he built a storage warehouse, and subsequently engaged in the coal business.

Phila. Fire Squad

(Concluded from page 77)

destructive fires which broke out recently—two of them in the warehouses of the Miller North Broad Storage Co., and the third and latest occurring in the early morning of July 19, in the garage and "im-promptu" storage place for new furniture, operated by Paul Rader, at 1519 So. 55th St. It was stated that furniture destroyed by fire, the property of furniture dealers who had stored it with Rader, was valued at approximately \$15,000, and about 100 automobiles also were ruined by flames, the building being badly damaged, as well.

The furniture warehousemen of the city, in addition to the city government, are interested in the Rader fire, since it is charged that he had been using his garage, illegally, as a storage place for furniture, for the last 3 yrs. A warrant was issued for the arrest of Rader, following the fire, charging him with conducting a garage without a license and with storing furniture, without a permit, on the second floor of the building, thereby creating a fire hazard. The authorities say that this is probably only one of many suspected instances in which "warehouses" and garages have been operated without permits. The cost of such permit, with license, amounts to less than \$5, and the fine for evading is \$100. A city ordinance prohibits the storage of furniture over a garage. Members of the furniture dealers involved said the furniture was insured and that they supposed Rader had a proper permit.—*Lansing.*

Big Shots Named to Fight State Trade Barriers

A cabinet member and three legislators of the Pennsylvania government have been named by Richard P. Brown, State Secretary of Commerce, to lead the Keystone State's fight against what is called "invisible trade barriers," deemed harmful to its interstate business. The quartette will serve on an Interstate Committee on Trade Barriers, formed to promote cooperation among the States in the matter of unrestricted flow of commerce.

Those named by Secretary Brown are: William S. Livengood, Jr., Secretary of Internal Affairs; Senator Franklin Spencer Edmonds, of Montgomery County; Rep. Thomas B. Stockham, of Bucks County, and Rep. Elisha Kent Kane, of McKean County.

According to Secretary Brown, 30 States in the Union have set up trade barriers against certain products of other States, whereas 18 States, including Pennsylvania, have adopted no such restrictive laws. It is contended that general adoption of trade barriers among States would bring about "a condition such as exists in Europe and the free trade of goods among the States would be impossible."—*Lansing.*

Household Goods Base Rates Confirmed

The executive committee of the Household Goods Carriers' Bureau met in Cleveland, Aug. 3, for final confirmation of the rates which will be published in the Bureau's re-issue of the tariff on weight basis to conform with the I.C.C.'s order in Ex Parte MC-19.

It is estimated that over 100,000 rates will be necessary in providing the three schedules necessary under the Released Rates Order for the various levels of

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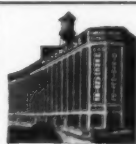
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rates as will appear in the principal tariff. This same process will follow for the special tariffs to be published for the southern and other territories where the majority of Bureau members decide on special tariff publication.

The committee consists of Merle Fullerton, chairman; J. C. Armitage, representing independent carriers; E. S. Wheaton, Aero Mayflower Transit Co.; W. H. Collin, Allied Van Lines; George O. Watson, Greyvan Lines; J. F. Duncan, North American Van Lines; and G. J. Cook, United Van Lines.

A scale location directory will be printed and immediately be distributed to help operators who under the new order will be required to weigh the vehicle before and after loading.

Standard forms such as bills of lading, freight bills, etc., are now being prepared in conformity with the new regulations.

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